

2003 Missouri

Health Maintenance Organization

Report

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Introduction

Missouri Health Maintenance Organization Report 2003

This report provides the public with financial and operational data on **health maintenance organizations (HMOs)** operating in Missouri. Changes in the HMO market have prompted revisions in the information contained in this report. In addition, the rules for financial reporting were completely overhauled in 2001. Some information presented in prior HMO annual reports appears under a different name. Some information no longer appears, because the financial reports either no longer capture those elements or new items were considered to be of greater importance.

To reflect the changing nature of the HMO marketplace, particularly the enormous cost pressures that have returned to healthcare, this report contains new information. MDI has gathered cost data from Missouri HMOs for years, some of which is presented now in an aggregated form to protect proprietary information. In addition, cost comparisons are made in each HMO profile, showing the relative importance of hospital costs, pharmacy costs, emergency costs, etc.

Data used to prepare this report are filed with the Missouri Department of Insurance (MDI) pursuant to Sections §374.426 and §354.435, RSMo. All data in the report, based on the 2003 calendar year, come from HMO annual financial statements and supplemental data filed with the MDI by each Missouri-licensed HMO operational at year-end 2003 (unless otherwise noted). **The report's accuracy is limited by the quality of data provided to MDI by the HMOs.** Future printings of the report may update any erroneous data brought to the attention of MDI. The information is intended for general comparisons and evaluations. The information is not, in any form, an endorsement or an objection by MDI about the operations of any HMO. Questions, corrections and comments regarding this report should be directed to the Missouri Department of Insurance, Managed Care Section, P.O. Box 690, Jefferson City, Missouri 65102-0690 or the MDI website at <<http://www.insurance.mo.gov/>>.

The 2003 HMO Annual Report does not include enrollment, premium and other data from HealthLink HMO, Inc. HealthLink HMO has a high volume of contracts for administrative services for self-insured clients--which should not appear in this report--and a limited number of insured members. Because it was not possible to separate HealthLink HMO's insured data in time for this report, all HealthLink HMO data for 2003 and previous years have been deleted from the 2003 report. The exclusion for HealthLink HMO data should have an insignificant effect on trending and on WellPoint Health Networks Inc.'s holding company data.

Missouri Licensed Health Maintenance Organizations

AET Health Care Plan, Inc.

(Formerly known as Prudential)

Entered into a Transfer and Assumptive
Agreement with Aetna, as of 1-1-04

Aetna Health, Inc.

(314) 567-6660

Two City Place Drive, Suite 300

St. Louis, MO 63141

➔ website: <http://www.aetna.com/>

The Alliance for Community Care, LLC**dba Community Care**

(314) 454-0055

5615 Pershing Avenue, #29

St. Louis, MO 63112

➔ website: None

Blue Cross & Blue Shield of Kansas City

(816) 395-2222

2301 Main Street

Kansas City, MO 64108-2428

➔ website: <http://www.bcbkskc.com/>

**Children's Mercy's Family Health Partners,
Inc.**

(816) 855-1870

215 W. Pershing Road, Suite 600

Kansas City, MO 64108

➔ website: <http://www.fhp.org/>

CIGNA Health Care of Ohio, Inc.**dba CIGNA Healthcare of Kansas/Missouri**

(614) 823-7500

3700 Corporate Drive, Suite 200

Columbus, OH 43239

➔ website: <http://www.cigna.com/>

CIGNA Healthcare of St. Louis, Inc.

(314) 726-7792

1 North Brentwood, Suite 700

St. Louis, MO 63105

➔ website: <http://www.cigna.com/>

Community Health Plan

(816) 271-1247

137 N. Belt

St. Joseph, MO 64506

➔ website: <http://www.heartland-health.com/>

Coventry Health Care of Kansas, Inc.

(816) 941-3030

1001 East 101st Terrace, Suite 300

Kansas City, MO 64131

➔ website: <http://www.chckansas.com/>

Cox Health Systems HMO, Inc.

(417) 269-2990

1443 N. Robberson, Suite 700

Springfield, MO 65802

➔ website: <http://www.coxhealthplans.com/>

Essence, Inc.

(No Enrollment)

(314) 919-1040

520 S. Elm

St. Louis, MO 63119

➔ website: None

FirstGuard Health Plan, Inc.

(816) 922-7250

4001 Blue Parkway

Kansas City, MO 64130

➔ website: <http://www.firstguard.com/>

Missouri Licensed Health Maintenance Organizations

Good Health HMO, Inc.

dba Blue Care, Inc.

(816) 395-2222

2301 Main Street

Kansas City, MO 64108

➔ website: <http://www.bcbskc.com/>

Great-West Health Plan of Kansas/Missouri, Inc.

(913) 451-0101

8575 West 110th, Suite 108

Overland Park, KS 66210

➔ website: <http://www.mygreatwest.com/>

Group Health Plan, Inc.

(314) 506-1700

111 Corporate Office Drive, Suite 400

Earth City, MO 63045

➔ website: <http://www.ghp.com/>

Healthcare USA of Missouri, LLC

(314) 241-5300

10 S. Broadway, Suite 1200

St. Louis, MO 63102

➔ website: <http://www.chchcusa.com/>

HealthLink HMO, Inc.

(314) 989-6028

12443 Olive Boulevard

St. Louis, MO 63141

➔ website: <http://www.healthlink.com/>

HMO Missouri, Inc.

dba Blue Choice

(314) 923-4444

1831 Chestnut

St. Louis, MO 63103-2275

➔ website: <http://www.bcbsmo.com/>

Humana Health Plan, Inc.

(502) 580-2052

201 W. Main Street

Louisville, KY 40202

➔ website: <http://www.humana.com/>

The Medical Center Health Plan

(314) 505-5000

120 S. Central, Suite 900

Clayton, MO 63105

* Inactive since 1-1-2003

Mercy Health Plan of Missouri, Inc. d/b/a Premier Health Plans

(314) 214-8100

425 South Woods Mill Road

Chesterfield, MO 63017-3492

➔ website: <http://www.mercyhealthplans.com/>

Missouri Care, LC

(573) 441-2100

2404 Forum Boulevard

Columbia, MO 65203

➔ website: <http://www.missouricare.com/>

United Healthcare of the Midwest, Inc.

(314) 592-7000

13655 Riverport Dr.

Maryland Heights, MO 63043-8560

➔ website: <http://www.uhc.com/>

Missouri Health Maintenance Organization Enrollment Information

This section presents enrollment data for Missouri-Licensed HMOs as of 12/31/03, reported in the 2003 HMO Annual Supplement Report. An HMO enrollee is defined as a member or eligible dependent of a member for whom the HMO has accepted financial responsibility for provision of contracted health services.

This information EXCLUDES:

- 1. enrollment of persons in preferred provider organizations (PPOs) and**
- 2. enrollment of persons in self-funded employer plans for which HMOs or their affiliates provide administrative services.**

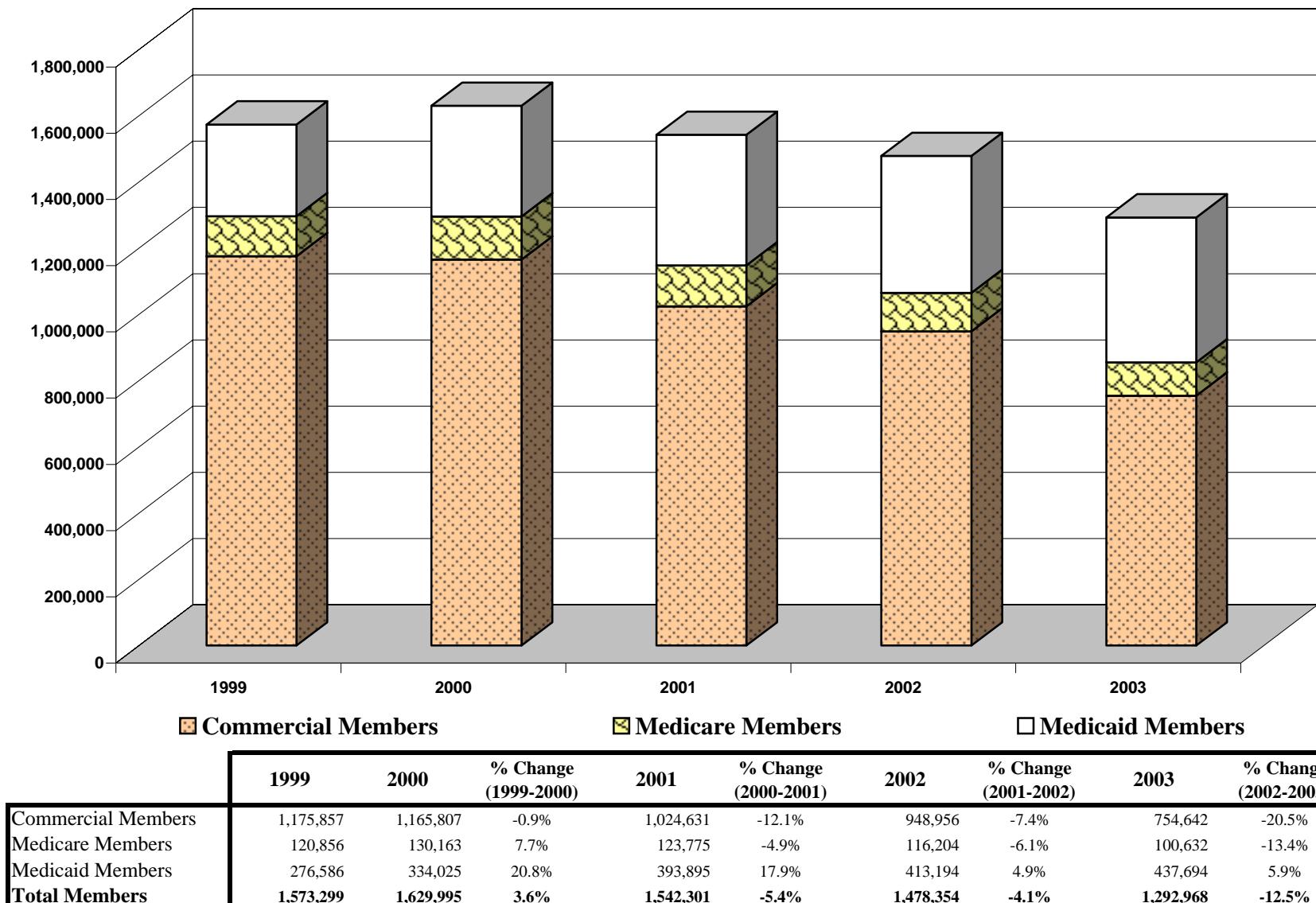
Accurate risk and health services management assessment requires analysis of membership experience for which the HMO has assumed financial liability. Therefore, statutory filings used as data sources for this report exclude administrative service-only (ASO) members. (Footnotes to tables indicate which submitted data has been adjusted to exclude ASO members and maintain comparability of enrollment data.) Administrative arrangements allow an HMO to earn fees from network rental, utilization review, claims processing and/or other administrative services. Administrative fees are not considered premium revenue.

This section reports commercial, Medicare and Medicaid enrollment. Commercial enrollees purchase managed care coverage either directly or more commonly through their employers. Medicare and Medicaid enrollees are Medicare and Medicaid beneficiaries who enroll in HMOs that have arranged for the provision of health care services under agreements with the Center for Medicare & Medicaid Services (CMS) and/or the Missouri Division of Medical Services.

The “HMO Profiles” section and the “Enrollment by Regions and Metropolitan Statistical Areas” section of this report each present 2003 HMO enrollment under slightly different conditions. The “Profiles” section reports **average enrollment over the course of the year** with age and gender components. The “Enrollment by Regions...” section uses total year-end enrollment by residential zip code instead of an aggregate statewide total as reported in the Annual Financial Statements. The Annual Financial Statement reports “projected” information, while the data collected for the preparation of this report is “actual”. **Total enrollment numbers will vary between these sections** due to different reporting conditions.

Year End Missouri Member Totals (1999 - 2003)

includes Commercial, Medicare and Medicaid enrollment



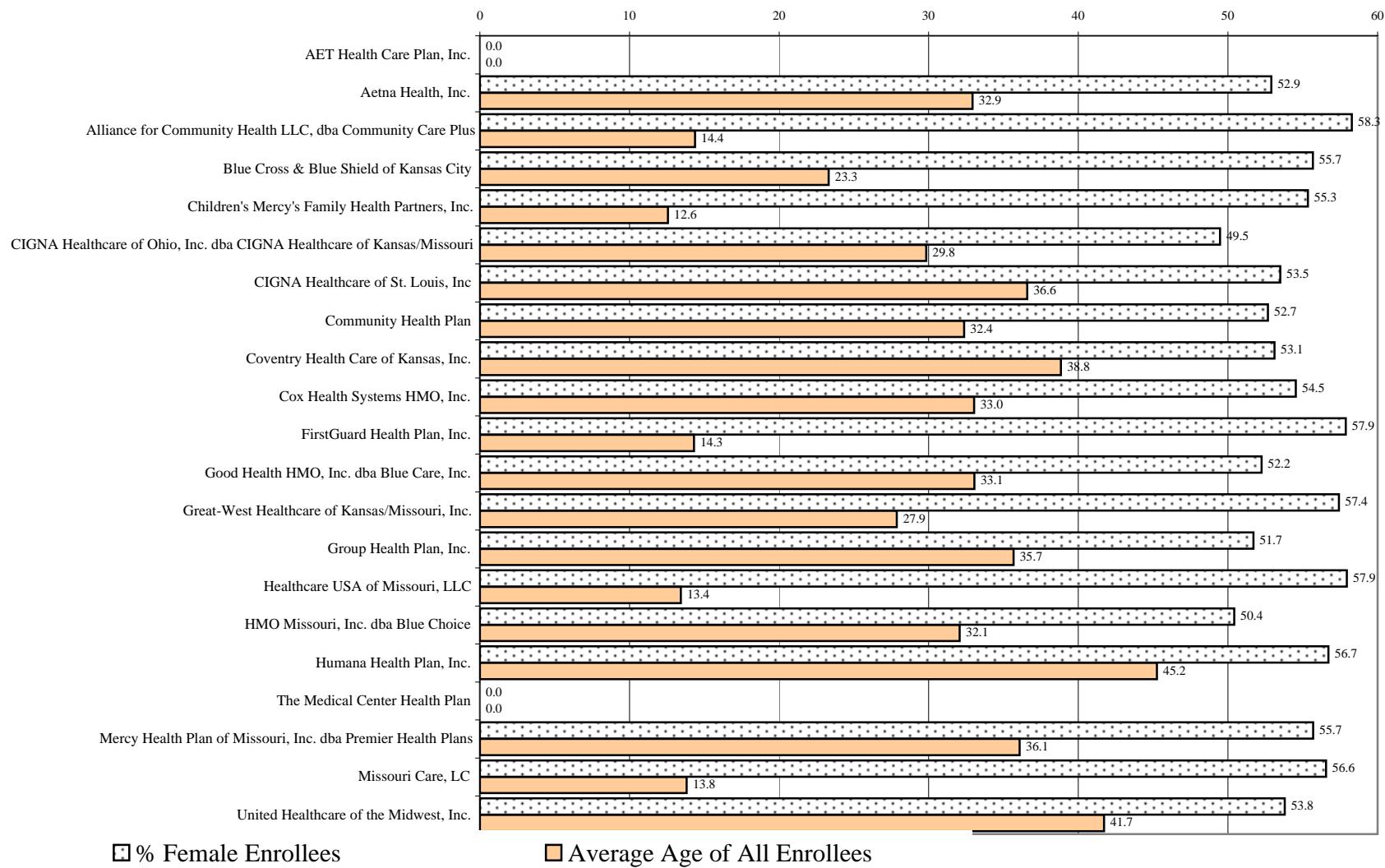
Formula for calculating % changes = (Current Year Total - Previous Year Total) / Previous Year Total

Source 2003 HMO Annual Supplement Report

2003 Missouri Enrollment Demographics - All Missouri Enrollees

includes Commercial, Medicare and Medicaid enrollment

Average Age of All Missouri Enrollees & Percent of All Missouri Enrollees Who Are Female



% Female Enrollees

Average Age of All Enrollees

average age of all enrollees (Commercial, Medicare & Medicaid)

28.8

average percentage of all enrollees who are female

54.5%

2003 Missouri Year End Enrollment

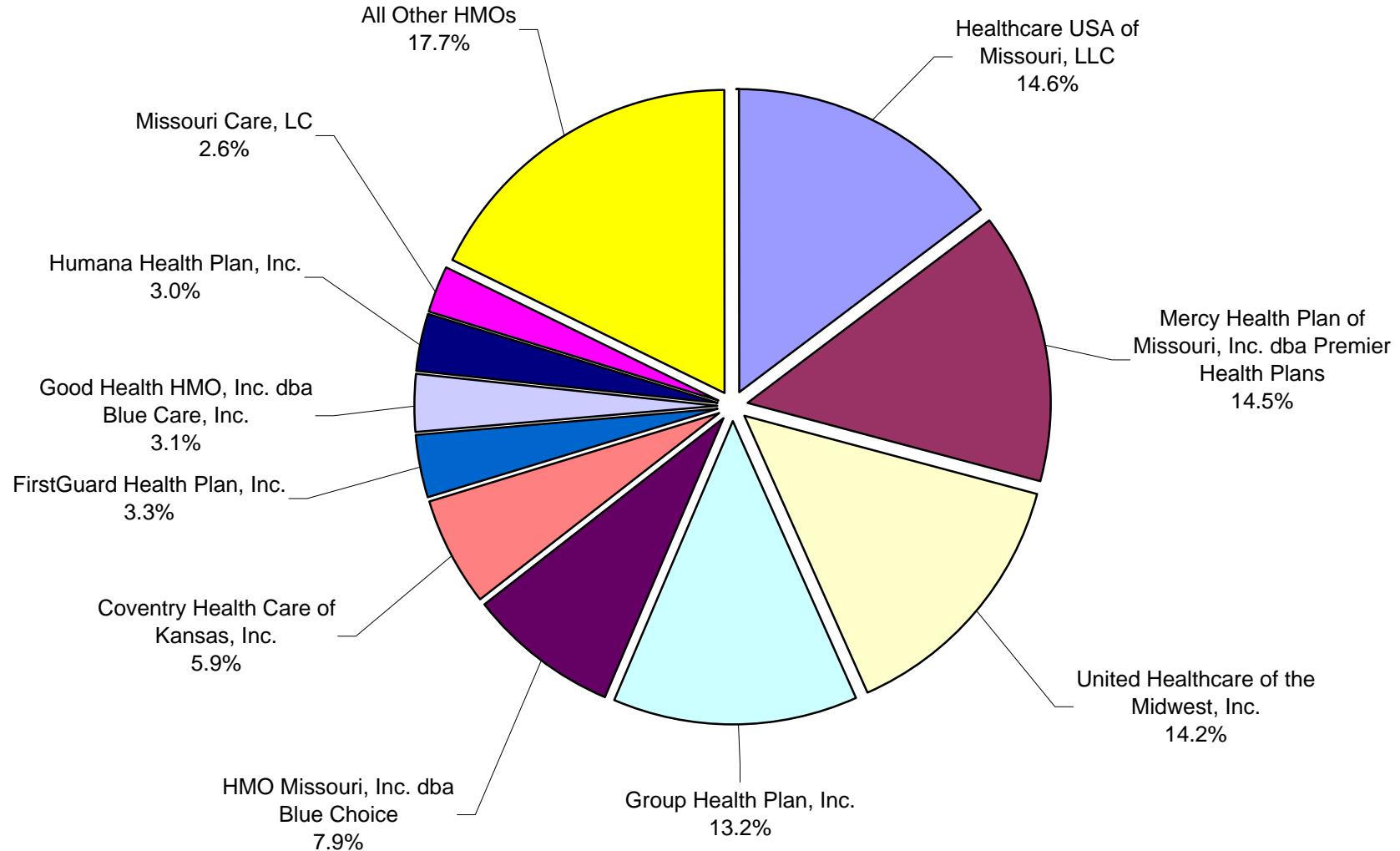
includes Commercial, Medicare and Medicaid enrollment

Health Maintenance Organization	Total Enrollment		% Change in Enrollment	Total Market Share	
	12/31/03	12/31/02		12/31/03	12/31/02
AET Health Care Plan, Inc.	0	0	0.0%	0.0%	0.0%
Aetna Health, Inc.	15,818	17,834	-11.3%	1.2%	1.2%
Alliance for Community Health LLC, dba Community Care Plus	46,674	36,123	29.2%	3.6%	2.4%
Blue Cross & Blue Shield of Kansas City	71,678	62,668	14.4%	5.5%	4.2%
Children's Mercy's Family Health Partners, Inc.	49,223	46,589	5.7%	3.8%	3.2%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	4,564	3,314	37.7%	0.4%	0.2%
CIGNA Healthcare of St. Louis, Inc.	5,855	9,361	-37.5%	0.5%	0.6%
Community Health Plan	19,094	19,327	-1.2%	1.5%	1.3%
Coventry Health Care of Kansas, Inc.	76,283	119,081	-35.9%	5.9%	8.1%
Cox Health Systems HMO, Inc.	14,614	18,099	-19.3%	1.1%	1.2%
FirstGuard Health Plan, Inc.	42,486	48,365	-12.2%	3.3%	3.3%
Good Health HMO, Inc. dba Blue Care, Inc.	40,722	33,085	23.1%	3.1%	2.2%
Great-West Healthcare of Kansas/Missouri, Inc.	1,275	1,259	1.3%	0.1%	0.1%
Group Health Plan, Inc.	170,508	141,957	20.1%	13.2%	9.6%
Healthcare USA of Missouri, LLC	188,815	154,781	22.0%	14.6%	10.5%
HMO Missouri, Inc. dba Blue Choice	101,912	103,004	-1.1%	7.9%	7.0%
Humana Health Plan, Inc.	39,285	39,604	-0.8%	3.0%	2.7%
The Medical Center Health Plan	0	45,480	-100.0%	0.0%	3.1%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	186,964	173,357	7.8%	14.5%	11.7%
Missouri Care, LC	33,304	30,393	9.6%	2.6%	2.1%
United Healthcare of the Midwest, Inc.	183,894	374,673	-50.9%	14.2%	25.3%
TOTALS	1,292,968	1,478,354	-12.5%	100.0%	100.0%

2003 Missouri Enrollment Based Market Share

includes Commercial, Medicare and Medicaid enrollment

2003 Total Year End Missouri Enrollment - 1,292,968



2003 Year End Enrollment by Holding Company

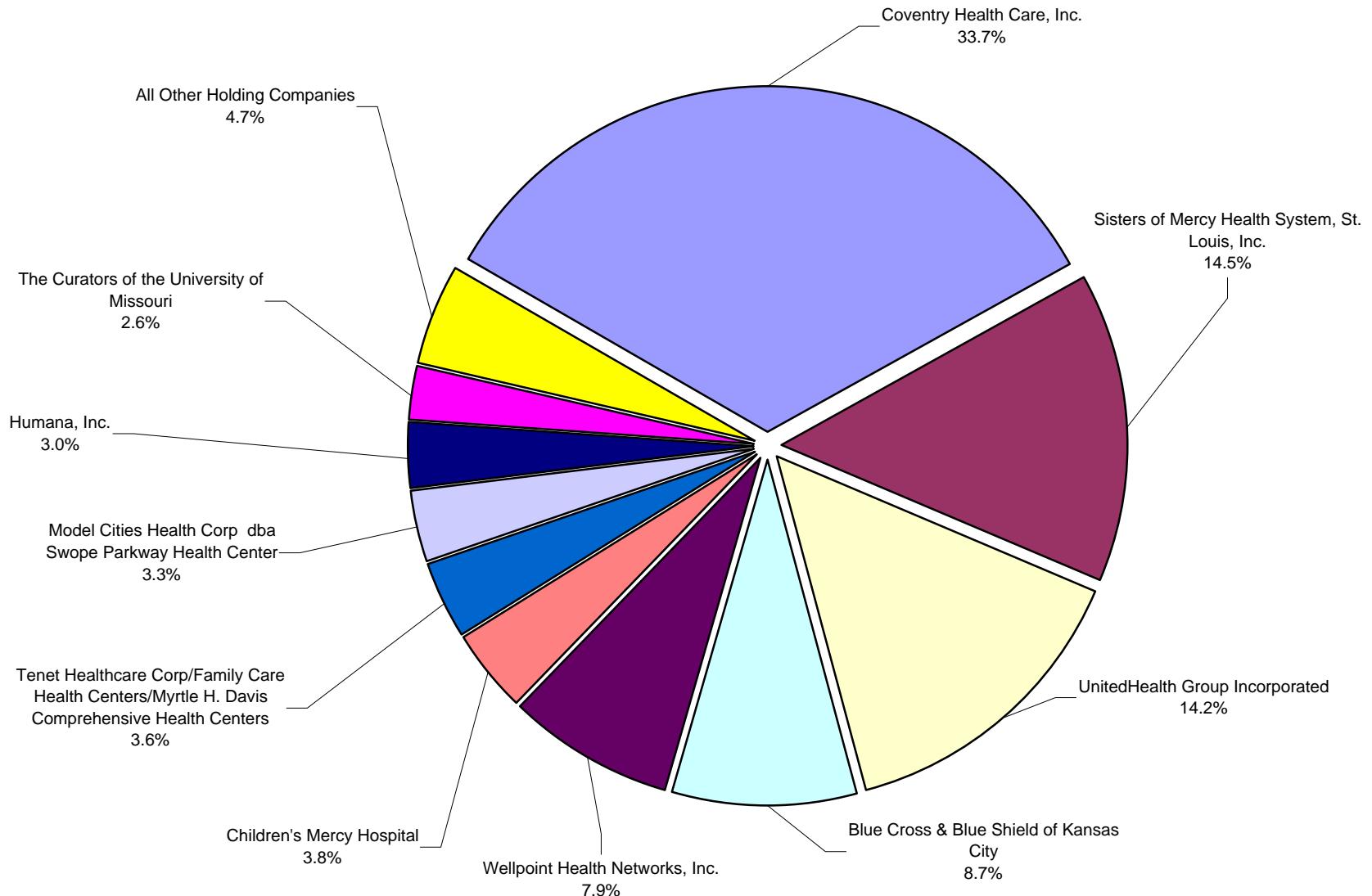
includes Commercial, Medicare and Medicaid enrollment

Holding Company	Affiliated HMO(s)	Total Enrollment		Market Share	
		12/31/03	12/31/02	12/31/03	12/31/02
Aetna, Inc.	AET Health Care Plan, Inc. Aetna Health, Inc.	15,818	17,834	1.2%	1.2%
Blue Cross & Blue Shield of Kansas City	Blue Cross & Blue Shield of Kansas City Good Health HMO, Inc. dba Blue Care, Inc.	112,400	95,753	8.7%	6.5%
Children's Mercy Hospital	Children's Mercy's Family Health Partners, Inc.	49,223	46,589	3.8%	3.2%
CIGNA Corporation	CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri CIGNA Healthcare of St. Louis, Inc.	10,419	12,675	0.8%	0.9%
Coventry Health Care, Inc.	Coventry Health Care of Kansas, Inc. Group Health Plan, Inc. Healthcare USA of Missouri, LLC	435,606	415,819	33.7%	28.1%
Cox Health Systems	Cox Health Systems HMO, Inc.	14,614	18,099	1.1%	1.2%
The Curators of the University of Missouri	Missouri Care, LC	33,304	30,393	2.6%	2.1%
Great-West Life & Annuity Insurance Company	Great-West Healthcare of Kansas/Missouri, Inc.	1,275	1,259	0.1%	0.1%
Heartland Health System	Community Health Plan	19,094	19,327	1.5%	1.3%
Humana, Inc.	Humana Health Plan, Inc.	39,285	39,604	3.0%	2.7%
Model Cities Health Corporation dba Swope Parkway Health Center	FirstGuard Health Plan, Inc.	42,486	48,365	3.3%	3.3%
Wellpoint Health Networks, Inc.	HMO Missouri, Inc. dba Blue Choice	101,912	103,004	7.9%	7.0%
Sisters of Mercy Health System, St. Louis, Inc.	Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	186,964	173,357	14.5%	11.7%
Tenet Healthcare Corp/Family Care Health Centers/Myrtle H. Davis Comprehensive Health Centers	Alliance for Community Health LLC, dba Community Care Plus	46,674	36,123	3.6%	2.4%
UnitedHealth Group Incorporated	United Healthcare of the Midwest, Inc.	183,894	374,673	14.2%	25.3%
BJC Health System and Washington University	The Medical Center Health Plan	0	45,480	0.0%	3.1%
Withdrawn HMOs and/or Product Lines		0	0	0.0%	0.0%
Totals		1,292,968	1,478,354	100%	100%

2003 Missouri Enrollment Based Market Share by Holding Company

includes Commercial, Medicare and Medicaid enrollment

2003 Total Year End Missouri Enrollment - 1,292,968



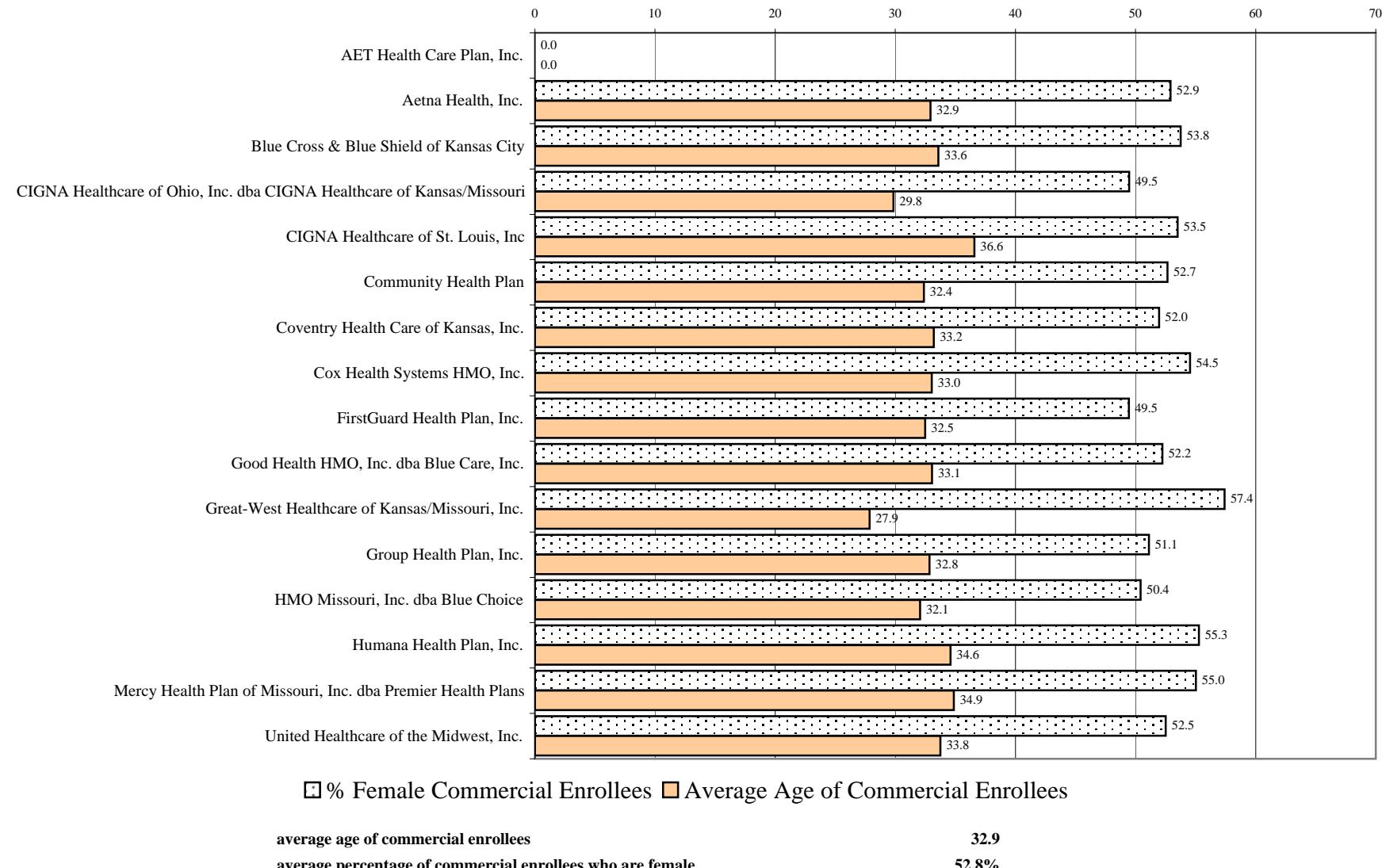
2003 Missouri Year End Commercial Enrollment

Health Maintenance Organization	Commercial Enrollment		% Change in Enrollment	Commercial Market Share	
	12/31/03	12/31/02		12/31/03	12/31/02
Aetna Health, Inc.	15,818	17,834	-11.3%	2.1%	1.9%
Blue Cross & Blue Shield of Kansas City	35,029	28,400	23.3%	4.6%	3.0%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	4,564	3,314	37.7%	0.6%	0.3%
CIGNA Healthcare of St. Louis, Inc.	5,855	9,361	-37.5%	0.8%	1.0%
Community Health Plan	19,094	19,327	-1.2%	2.5%	2.0%
Coventry Health Care of Kansas, Inc.	64,939	96,278	-32.6%	8.6%	10.1%
Cox Health Systems HMO, Inc.	14,614	18,099	-19.3%	1.9%	1.9%
FirstGuard Health Plan, Inc.	0	8,155	-100.0%	0.0%	0.9%
Good Health HMO, Inc. dba Blue Care, Inc.	40,722	33,085	23.1%	5.4%	3.5%
Great-West Healthcare of Kansas/Missouri, Inc.	1,275	1,259	1.3%	0.2%	0.1%
Group Health Plan, Inc.	159,610	130,935	21.9%	21.2%	13.8%
HMO Missouri, Inc. dba Blue Choice	101,912	103,004	-1.1%	13.5%	10.9%
Humana Health Plan, Inc.	28,592	29,482	-3.0%	3.8%	3.1%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	123,876	122,554	1.1%	16.4%	12.9%
United Healthcare of the Midwest, Inc.	138,742	327,869	-57.7%	18.4%	34.6%
TOTALS	754,642	948,956	-20.5%	100%	100%

2003 Missouri Enrollment Demographics

Commercial enrollees only

Average Age of Missouri Commercial Enrollees & Percent of Commercial Enrollees Who Are Female



% Female Commercial Enrollees Average Age of Commercial Enrollees

average age of commercial enrollees

32.9

average percentage of commercial enrollees who are female

52.8%

2003 Missouri Year End Medicare Enrollment

Health Maintenance Organization	Medicare Enrollment 12/31/03	Medicare Enrollment 12/31/02	% Change in Enrollment	Medicare Market Share 12/31/03	Medicare Market Share 12/31/02
Coventry Health Care of Kansas, Inc.	11,344	22,803	-50.3%	11.3%	19.6%
Group Health Plan, Inc.	10,898	11,022	-1.1%	10.8%	9.5%
Humana Health Plan, Inc.	10,693	10,122	5.6%	10.6%	8.7%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	22,545	25,453	-11.4%	22.4%	21.9%
United Healthcare of the Midwest, Inc.	45,152	46,804	-3.5%	44.9%	40.3%
TOTALS	100,632	116,204	-13.4%	100%	100%

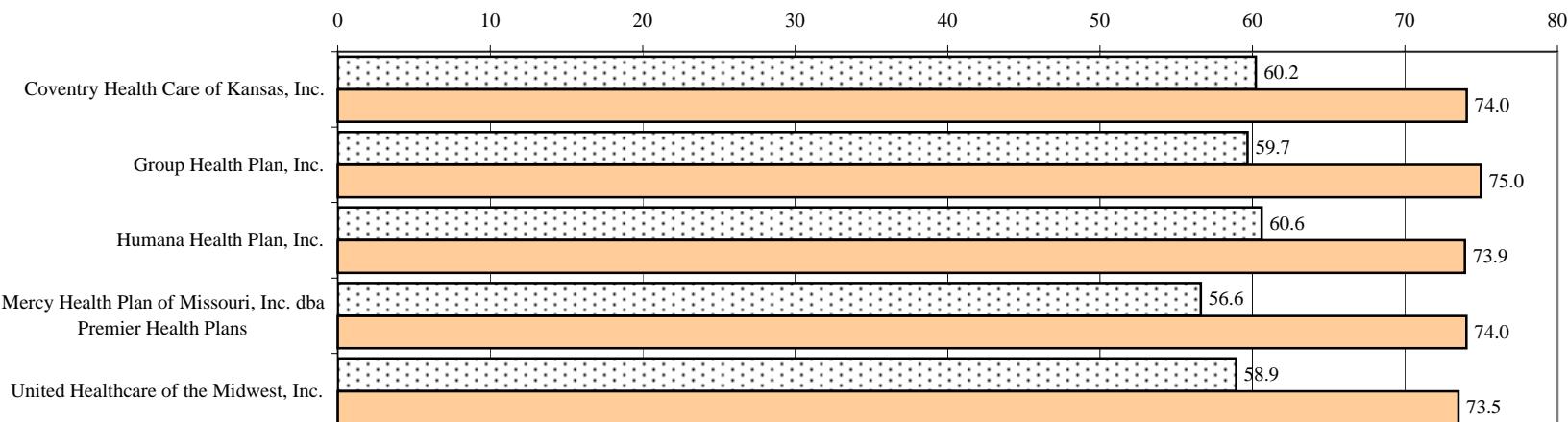
2003 Missouri Year End Medicaid Enrollment

Health Maintenance Organization	Medicaid Enrollment 12/31/03	Medicaid Enrollment 12/31/02	% Change in Enrollment	Medicaid Market Share 12/31/03	Medicaid Market Share 12/31/02
Alliance for Community Health LLC, dba Community Care Plus	46,674	36,123	29.2%	10.7%	9.8%
Blue Cross & Blue Shield of Kansas City	36,649	34,268	6.9%	8.4%	9.3%
Children's Mercy's Family Health Partners, Inc.	49,223	46,589	5.7%	11.2%	12.7%
FirstGuard Health Plan, Inc.	42,486	40,210	6%	9.7%	10.9%
Healthcare USA of Missouri, LLC	188,815	154,781	22%	43.1%	42.1%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	40,543	25,350	59.9%	9.3%	6.9%
Missouri Care, LC	33,304	30,393	9.6%	7.6%	8.3%
TOTALS	437,694	367,714	19.0%	83%	100%

2003 Missouri Enrollment Demographics

Medicare & Medicaid enrollees

Average Age of Missouri Medicare Enrollees & Percent of Missouri Medicare Enrollees Who Are Female



Average Age of Missouri Medicaid Enrollees & Percent of Missouri Medicaid Enrollees Who Are Female



% Female Enrollees

Average Age of Enrollees

average age of Medicare enrollees
average % of Medicare enrollees who are Female

74.1

59.2%

average age of Medicaid enrollees
average percentage of Medicaid enrollees who are female

13.8

57.3%

Small Employer Comprehensive Medical Expense Information

Missouri Licensed HMOs

This information is broken down into three Enrollment Categories:

- ◆ **Small Employer (2 - 50 Employees)** - as defined by the federal Health Insurance Portability and Accountability Act (HIPAA).
- ◆ **Small Employer (3 - 25 Employees)** - as defined by the Revised Statutes of Missouri at 379.930.2(28).
- ◆ **Large Employer/Union (over 50 Employees)** - as defined by the federal Health Insurance Portability and Accountability Act (HIPAA).

Number of Employers -

Number of Enrollees - equals the number of subscribers plus all dependents.

Direct Premium Written - Amount charged when a subscriber contracts for insurance coverage before reinsurance has been ceded and/or assumed.

Direct Premium Earned - The amount of premium attributable to the coverage already provided in a given period before reinsurance has been ceded and/or assumed.

Direct Losses Paid - The sum of all payments made during the year for the benefit of insurance claimants, before reinsurance has been ceded and/or assumed. These payments include amounts paid in the current year for claims arising from coverage in prior years and exclude amounts which will be paid in future years for claims arising from the current year. Hence, this item is not a measure of actual cost of current coverages, but only of current cash flows.

Direct Losses Incurred - The sum of direct losses paid plus an estimate at the close of the year of the amounts to be paid in the future for all claims arising from the current and all prior years, minus the corresponding estimate made at the close of business for the preceding year. This includes estimated amounts for incurred-but-not-reported (IBNR) claims.

NOTE: The number of enrollees and employers is being reported as of December 31, 2003, while premium and loss information is being cumulatively reported for the entire calendar year of 2003. As a result, any company that did not have active enrollment at the end of the year may still have premium and loss information.

Source: 2003 HMO Annual Supplement Report submitted to the Missouri Department of Insurance.

Small Employer Comprehensive Medical Expense Information

HIPAA Small Employer Definition (2-50 Employees)

Health Maintenance Organizations Licensed & Active in Missouri in 2003	as of 12/31/03		Direct Premiums Written	Direct Premiums Earned	Direct Losses Paid	Direct Losses Incurred
	Number of Employers	Number of Enrollees				
AET Health Care Plan, Inc.	0	0	\$0	\$0	\$0	\$0
Aetna Health, Inc.	308	4,686	\$12,574,760	\$12,574,760	\$11,149,487	\$11,084,030
Blue Cross & Blue Shield of Kansas City	708	6,014	\$14,244,000	\$14,173,000	\$9,669,000	\$10,380,000
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	1	5	\$19,794	\$20,747	\$14,452	\$11,895
CIGNA Healthcare of St. Louis, Inc.	0	0	\$0	\$0	\$0	\$0
Community Health Plan	134	3,062	\$6,951,977	\$6,951,977	\$5,249,218	\$5,266,590
Coventry Health Care of Kansas, Inc.	985	16,539	\$37,117,392	\$37,117,392	\$26,372,214	\$28,019,250
Cox Health Systems HMO, Inc.	165	2,637	\$8,695,826	\$8,695,826	\$7,892,256	\$8,011,190
FirstGuard Health Plan, Inc.	0	0	\$662,191	\$662,191	\$1,049,445	\$525,174
Good Health HMO, Inc. dba Blue Care, Inc.	645	5,367	\$11,088,000	\$11,033,000	\$7,132,000	\$7,656,000
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	\$0	\$0	\$0	\$0
Group Health Plan, Inc.	1,775	23,387	\$56,562,022	\$57,358,369	\$40,590,902	\$41,436,647
HMO Missouri, Inc. dba Blue Choice	1,653	28,717	\$53,151,489	\$53,628,838	\$36,466,258	\$35,832,684
Humana Health Plan, Inc.	148	1,019	\$2,898,789	\$2,898,789	\$2,895,106	\$3,291,803
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	557	8,812	\$17,412,853	\$17,563,908	\$15,536,960	\$15,552,426
United Healthcare of the Midwest, Inc.	2,826	27,850	\$98,905,665	\$97,621,594	\$129,948,405	\$121,842,946
All HMOs	9,905	128,095	\$320,284,758	\$320,300,391	\$293,965,703	\$288,910,635
♦HMOs with MO% of Business > 60% (12 HMOs)	7,756	99,837	\$253,449,817	\$253,536,450	\$243,879,896	\$236,135,552

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Small Employer Comprehensive Medical Expense Information

MO Statutes Small Employer Definition (3-25 Employees)

Health Maintenance Organizations Licensed & Active in Missouri in 2003	as of 12/31/03		Direct Premiums Written	Direct Premiums Earned	Direct Losses Paid	Direct Losses Incurred
	Number of Employers	Number of Enrollees				
AET Health Care Plan, Inc.	0	0	\$0	\$0	\$0	\$0
Aetna Health, Inc.	201	2,120	\$6,671,164	\$6,671,164	\$6,004,291	\$5,949,592
Blue Cross & Blue Shield of Kansas City	434	4,392	\$10,751,000	\$10,398,000	\$7,068,000	\$7,587,000
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	1	5	\$19,794	\$20,747	\$14,452	\$11,895
CIGNA Healthcare of St. Louis, Inc.	0	0	\$0	\$0	\$0	\$0
Community Health Plan	116	1,701	\$4,430,785	\$4,430,785	\$2,968,169	\$2,977,992
Coventry Health Care of Kansas, Inc.	648	10,486	\$20,574,078	\$20,574,078	\$13,815,140	\$15,025,319
Cox Health Systems HMO, Inc.	140	1,611	\$5,314,116	\$5,314,116	\$4,823,045	\$4,895,727
FirstGuard Health Plan, Inc.	0	0	\$441,461	\$441,461	\$699,630	\$350,116
Good Health HMO, Inc. dba Blue Care, Inc.	413	4,228	\$8,823,000	\$8,779,000	\$5,523,000	\$5,929,000
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	\$0	\$0	\$0	\$0
Group Health Plan, Inc.	1,368	13,736	\$29,287,643	\$29,699,989	\$20,471,765	\$20,898,311
HMO Missouri, Inc. dba Blue Choice	1,200	18,142	\$36,321,178	\$36,647,376	\$25,199,717	\$24,761,891
Humana Health Plan, Inc.	124	635	\$1,455,692	\$1,455,692	\$1,656,222	\$1,883,581
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	419	5,160	\$10,196,360	\$10,284,812	\$9,097,902	\$9,106,959
United Healthcare of the Midwest, Inc.	1,957	19,292	\$67,513,007	\$66,636,500	\$88,702,781	\$83,169,995
All HMOs	7,021	81,508	\$201,799,278	\$201,353,720	\$186,044,114	\$182,547,378
♦HMOs with MO% of Business > 60% (12 HMOs)	5,614	63,875	\$162,347,344	\$162,254,786	\$157,500,461	\$152,101,886

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Large Employer Comprehensive Medical Expense Information

HIPAA Large Employer/Union Definition (over 50 employees)

Health Maintenance Organizations Licensed & Active in Missouri in 2003	as of 12/31/03		Direct Premiums Written	Direct Premiums Earned	Direct Losses Paid	Direct Losses Incurred
	Number of Employers	Number of Enrollees				
AET Health Care Plan, Inc.	0	0	\$0	\$0	\$0	\$0
Aetna Health, Inc.	217	10,713	\$26,542,783	\$26,542,783	\$21,565,891	\$21,407,357
Blue Cross & Blue Shield of Kansas City	79	28,467	\$70,206,000	\$70,988,000	\$58,047,000	\$59,512,000
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	71	4,559	\$11,825,308	\$12,394,828	\$11,726,711	\$13,806,376
CIGNA Healthcare of St. Louis, Inc.	71	5,855	\$25,573,634	\$25,220,404	\$20,162,356	\$19,517,324
Community Health Plan	23	15,946	\$48,397,957	\$48,342,511	\$41,084,914	\$41,220,881
Coventry Health Care of Kansas, Inc.	137	48,398	\$124,603,750	\$124,603,750	\$97,739,449	\$96,308,724
Cox Health Systems HMO, Inc.	17	12,016	\$39,614,321	\$39,614,321	\$35,953,612	\$36,495,421
FirstGuard Health Plan, Inc.	0	0	\$4,658,073	\$4,658,073	\$7,382,147	\$3,694,245
Good Health HMO, Inc. dba Blue Care, Inc.	93	35,401	\$98,805,000	\$98,620,000	\$83,730,000	\$84,796,000
Great-West Healthcare of Kansas/Missouri, Inc.	1	1,275	\$3,637,159	\$3,637,159	\$3,066,773	\$3,198,099
Group Health Plan, Inc.	424	135,933	\$315,614,071	\$320,057,663	\$251,456,477	\$256,695,781
HMO Missouri, Inc. dba Blue Choice	128	67,103	\$178,024,374	\$179,623,197	\$159,542,294	\$146,971,587
Humana Health Plan, Inc.	473	27,573	\$97,352,705	\$97,352,705	\$69,911,115	\$80,782,444
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	115	148,065	\$298,908,603	\$301,501,611	\$266,707,061	\$266,972,562
United Healthcare of the Midwest, Inc.	355	136,715	\$262,248,279	\$258,843,566	\$365,649,545	\$342,842,362
All HMOs	2,204	678,019	\$1,606,012,017	\$1,612,000,571	\$1,493,725,345	\$1,474,221,163
♦HMOs with MO% of Business > 60% (12 HMOs)	1,298	562,868	\$1,287,306,779	\$1,292,513,333	\$1,246,461,890	\$1,216,210,638

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

HMO Financial Information

The tables and charts in this section describe the financial operations of health maintenance organizations licensed and active in Missouri in 2003.

The first portion of the section pertains to the HMOs' Missouri market activities including:

- Total Missouri premium by payment category (commercial, Medicare, and Medicaid revenues) from 1999 to 2003;
- Missouri market shares by HMO and by holding company; and
- Commercial premiums per member per month (PMPM).

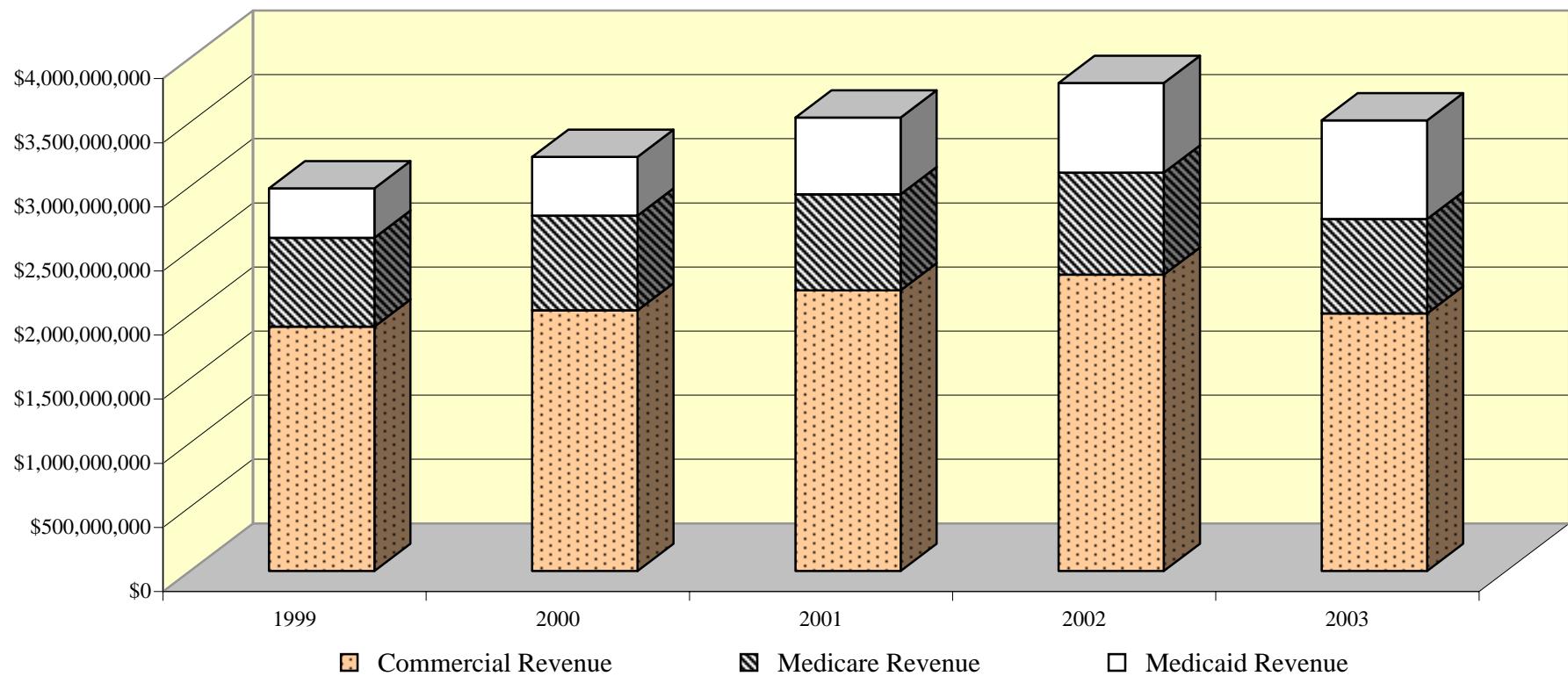
The second half of this section focuses on the HMOs' overall business experience including, but not limited to, results of Missouri operations. Data from the balance sheet and income statements of Missouri-licensed HMOs', along with detailed tables on the composition of revenues and expenses reported in the HMOs' 2003 annual statements are shown.

In addition, three tables depicting the business experience of the HMOs indicate the relative liquidity, efficiency and performance of each HMO. Included in these indicators are medical loss and administrative expense ratios, which are commonly tracked as measures of an HMO's cost-management effectiveness. Note that these ratios and indicators are dependent upon the model type, length of time in operations and accounting practices. Where necessary, adjustments have been made (and noted) to maintain data comparability.

Though these ratios and indicators have been commonly accepted and often referred to in industry analyses, no benchmarks or target values have been established. The values shown for any one HMO relative to another are not meant to be interpreted as an endorsement or rating by the Missouri Department of Insurance. The information is intended to serve only as a basis for comparison, using commonly accepted industry measures.

Year End Missouri Premium Related Revenue Totals

Commercial, Medicare and Medicaid Revenues



Missouri Premium Related Revenue Totals and % Change

	1999	2000	% Change (1999-2000)	2001	% Change (2000-2001)	2002	% Change (2001-2002)	2003	% Change (2002-2003)
Commercial Revenue	\$1,907,711,346	\$2,034,428,958	6.6%	\$2,189,125,950	7.6%	\$2,311,942,386	5.6%	\$2,010,187,688	-13.1%
Medicare Revenue	\$691,192,940	\$737,407,410	6.7%	\$750,373,207	1.8%	\$794,680,084	5.9%	\$736,302,901	-7.3%
Medicaid Revenue	\$386,368,112	\$458,514,330	18.7%	\$596,910,003	30.2%	\$699,509,322	17.2%	\$769,072,011	9.9%
Total Premium Revenue	\$2,985,272,398	\$3,230,350,698	8.2%	\$3,536,409,160	9.5%	\$3,806,131,792	7.6%	\$3,515,562,600	-7.6%

Formula for calculating % change = (Current Year - Previous Year) / Previous Year

NOTE: The change in Missouri premium related revenue totals may be significantly different than the change in Missouri year end member totals shown on pages 6, 8, 12 and 14 of this report. Year end Missouri premium related revenue totals are amounts accumulated throughout the entire year, whereas Missouri member year-end totals represent a number as of December 31 of that year.

Missouri HMO Premium Related Data

in descending order of 2003 Missouri Market Share

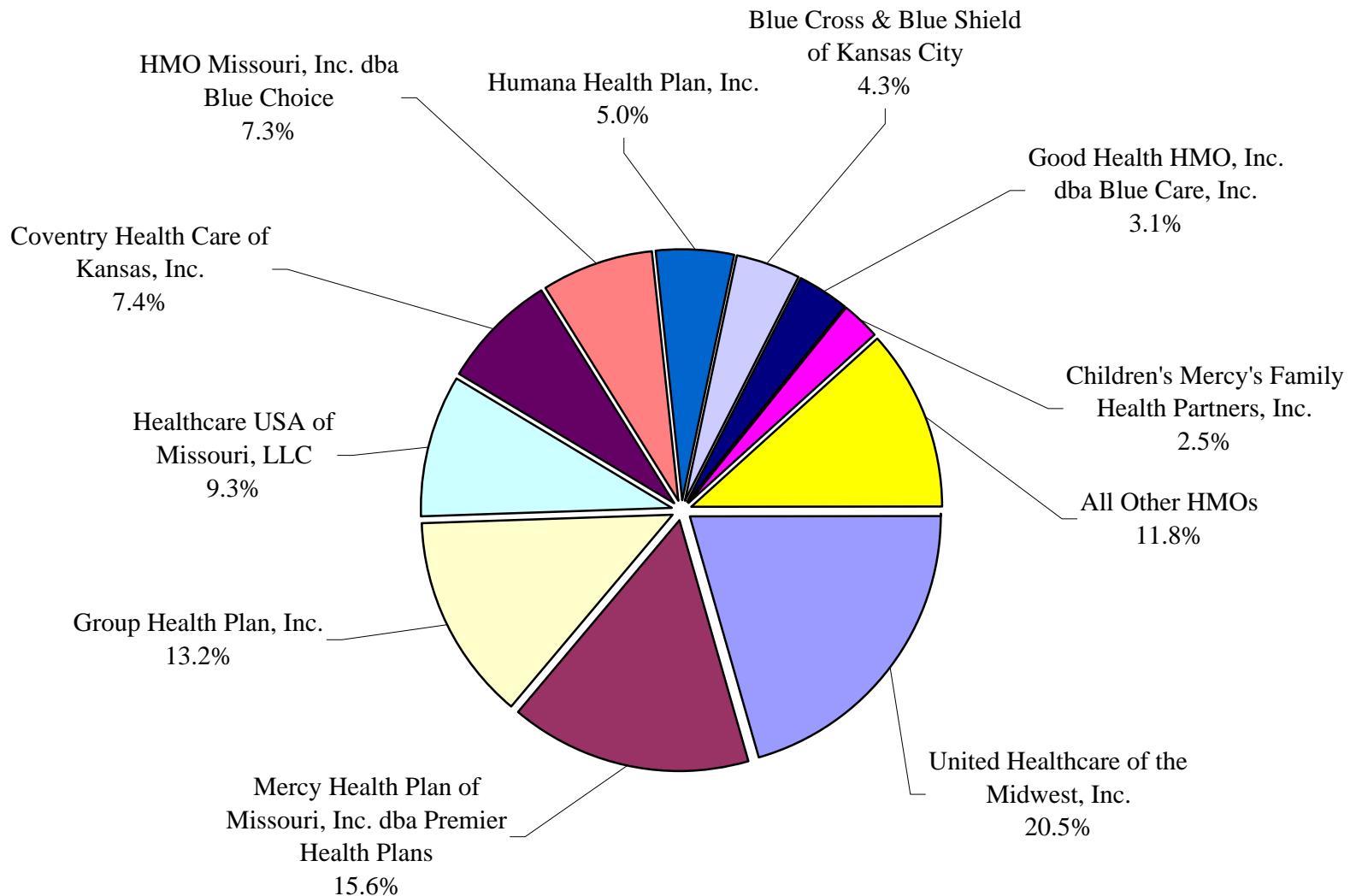
Health Maintenance Organizations Licensed & Active in Missouri in 2003	Missouri Market Share	Missouri Commercial Premiums	Missouri Medicare Premiums	Missouri Medicaid Premiums	Total Missouri Premiums	% Change in Premium Related Revenues (2002-2003)
United Healthcare of the Midwest, Inc.	20.52%	\$390,723,343	\$330,748,579	\$0	\$721,471,922	-39.62%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	15.57%	\$319,065,519	\$162,639,373	\$65,703,814	\$547,408,706	13.98%
Group Health Plan, Inc.	13.24%	\$377,844,922	\$87,538,760	\$0	\$465,383,682	23.42%
Healthcare USA of Missouri, LLC	9.31%	\$0	\$0	\$327,367,700	\$327,367,700	30.09%
Coventry Health Care of Kansas, Inc.	7.38%	\$182,132,120	\$77,414,255	\$0	\$259,546,375	-22.99%
HMO Missouri, Inc. dba Blue Choice	7.33%	\$257,834,352	\$0	\$0	\$257,834,352	18.26%
Humana Health Plan, Inc.	4.97%	\$96,622,860	\$77,980,537	\$0	\$174,603,397	12.59%
Blue Cross & Blue Shield of Kansas City	4.31%	\$86,707,823	(\$18,603)	\$64,711,705	\$151,400,925	19.72%
Good Health HMO, Inc. dba Blue Care, Inc.	3.12%	\$109,739,814	\$0	\$0	\$109,739,814	34.40%
Children's Mercy's Family Health Partners, Inc.	2.49%	\$0	\$0	\$87,388,270	\$87,388,270	6.77%
FirstGuard Health Plan, Inc.	2.47%	\$5,320,264	\$0	\$81,549,615	\$86,869,879	-9.36%
Alliance for Community Health, LLC dba Community Care Plus	2.18%	\$0	\$0	\$76,528,138	\$76,528,138	59.70%
Missouri Care, LC	1.88%	\$0	\$0	\$65,922,769	\$65,922,769	22.08%
Community Health Plan	1.57%	\$55,294,488	\$0	\$0	\$55,294,488	-7.55%
Cox Health Systems HMO, Inc.	1.37%	\$48,310,147	\$0	\$0	\$48,310,147	9.68%
Aetna Health, Inc.	1.12%	\$39,263,193	\$0	\$0	\$39,263,193	-29.87%
CIGNA Healthcare of St. Louis, Inc.	0.72%	\$25,220,404	\$0	\$0	\$25,220,404	-13.07%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0.35%	\$12,415,575	\$0	\$0	\$12,415,575	90.86%
Great-West Healthcare of Kansas/Missouri, Inc.	0.10%	\$3,637,159	\$0	\$0	\$3,637,159	0.36%
AET Health Care Plan, Inc.	0.00%	\$55,705	\$0	\$0	\$55,705	-94.73%
The Medical Center Health Plan	0.00%	\$0	\$0	(\$100,000)	(\$100,000)	-100.11%
	100.00%	\$2,010,187,688	\$736,302,901	\$769,072,011	\$3,515,562,600	-7.6%

Source: 2003 Annual Financial Statement, Premiums, Enrollment and Utilization Table for Business in Missouri.

For HealthLink HMO, Inc. see page 1

2003 Missouri HMO Premium Related Market Shares

Total 2003 Missouri Premiums - \$3,515,562,600



Source: 2003 Annual Financial Statement - Premium, Enrollment and Utilization tables, for business in Missouri.

Missouri HMO Premium Related Data by Holding Company *

in descending order of 2003 Missouri Market Share

Holding Companies	Missouri Market Share	Missouri Commercial Premiums	Missouri Medicare Revenue	Missouri Medicaid Revenue	Total MO Premium Related Revenues	% Change in Premium Related Revenues (2002-2003)
Coventry Health Care, Inc.	29.93%	\$559,977,042	\$164,953,015	\$327,367,700	\$1,052,297,757	8.96%
UnitedHealth Group Incorporated	20.52%	\$390,723,343	\$330,748,579	\$0	\$721,471,922	-39.62%
Sisters of Mercy Health System, St. Louis, Inc.	15.57%	\$319,065,519	\$162,639,373	\$65,703,814	\$547,408,706	13.98%
Blue Cross & Blue Shield of Kansas City	7.43%	\$196,447,637	(\$18,603)	\$64,711,705	\$261,140,739	25.48%
Wellpoint Health Networks, Inc.	7.33%	\$257,834,352	\$0	\$0	\$257,834,352	18.26%
Humana, Inc.	4.97%	\$96,622,860	\$77,980,537	\$0	\$174,603,397	12.59%
Children's Mercy Hospital	2.49%	\$0	\$0	\$87,388,270	\$87,388,270	6.77%
Model Cities Health Corporation dba Swope Parkway Health Center	2.47%	\$5,320,264	\$0	\$81,549,615	\$86,869,879	-9.36%
Tenet Healthcare Corp/Family Care Health Centers/Myrtle H. Davis Comprehensive Health Centers	2.18%	\$0	\$0	\$76,528,138	\$76,528,138	59.70%
The Curators of the University of Missouri	1.88%	\$0	\$0	\$65,922,769	\$65,922,769	22.08%
Heartland Health System	1.57%	\$55,294,488	\$0	\$0	\$55,294,488	-7.55%
Cox Health Systems	1.37%	\$48,310,147	\$0	\$0	\$48,310,147	9.68%
Aetna, Inc.	1.12%	\$39,318,898	\$0	\$0	\$39,318,898	-31.07%
CIGNA Corporation	1.07%	\$37,635,979	\$0	\$0	\$37,635,979	5.96%
Great-West Life & Annuity Insurance Company	0.10%	\$3,637,159	\$0	\$0	\$3,637,159	0.36%
BJC Health System and Washington University	0.00%	\$0	\$0	(\$100,000)	(\$100,000)	-100.11%
All HMO Subsidiaries with MO Premiums in 2003	100.00%	\$2,010,187,688	\$736,302,901	\$769,072,011	\$3,515,562,600	-7.6%

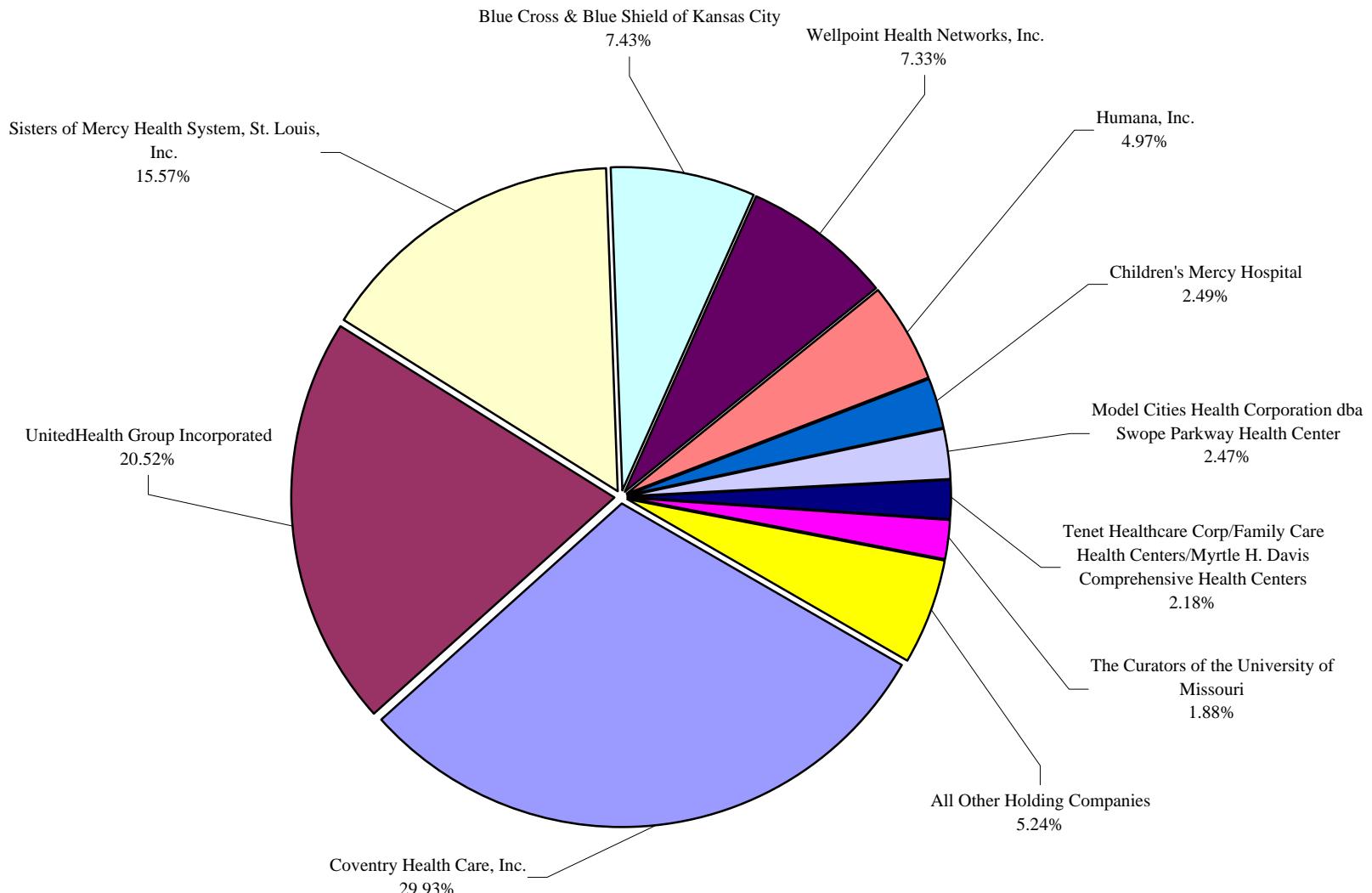
*Table representative of holding company/ultimate parent and affiliates as of 12/31/2003.

Source: 2003 Annual Financial Statements.

2003 Missouri HMO Premium-Based Market Shares

by Holding Company

TOTAL 2003 MISSOURI PREMIUMS - \$3,515,562,600



Missouri Commercial Premiums Per Member Per Month

Health Maintenance Organization	Commercial Premiums Per Member Per Month (PMPM)			Commercial Premiums Earned		Commercial Cumulative Member Months	
	2003	2002	% Change	2003	2002	2003**	2002**
AET Health Care Plan, Inc.	\$0.00	\$160.48	-100.00%	\$55,705	\$1,056,747	N/A	6,585
Aetna Health, Inc.	\$233.27	\$175.34	33.04%	\$39,263,193	\$55,984,748	168,317	319,289
Blue Cross & Blue Shield of Kansas City	\$219.87	\$192.75	14.07%	\$86,707,823	\$65,894,073	394,363	341,859
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	\$239.40	\$192.56	24.33%	\$12,415,575	\$6,505,041	51,861	33,782
CIGNA Healthcare of St. Louis, Inc.	\$331.97	\$254.36	30.51%	\$25,220,404	\$29,012,425	75,972	114,062
Community Health Plan	\$243.17	\$217.86	11.62%	\$55,294,488	\$59,808,716	227,391	274,524
Coventry Health Care of Kansas, Inc.	\$209.85	\$165.04	27.15%	\$182,132,120	\$185,431,841	867,924	1,123,548
Cox Health Systems HMO, Inc.	\$242.29	\$201.28	20.38%	\$48,310,147	\$44,045,585	199,387	218,828
FirstGuard Health Plan, Inc.	\$221.14	\$194.13	13.91%	\$5,320,264	\$22,130,062	24,058	113,994
Good Health HMO, Inc. dba Blue Care, Inc.	\$236.01	\$222.85	5.90%	\$109,739,814	\$81,654,069	464,989	366,412
Great-West Healthcare of Kansas/Missouri, Inc.	\$223.87	\$234.17	-4.40%	\$3,637,159	\$3,624,283	16,247	15,477
Group Health Plan, Inc.	\$206.04	\$189.91	8.49%	\$377,844,922	\$293,753,458	1,833,828	1,546,779
HMO Missouri, Inc. dba Blue Choice	\$210.14	\$178.02	18.04%	\$257,834,352	\$218,019,404	1,226,976	1,224,697
Humana Health Plan, Inc.	\$276.17	\$239.08	15.52%	\$96,622,860	\$83,540,607	349,864	349,431
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$214.04	\$192.29	11.31%	\$319,065,519	\$283,813,253	1,490,651	1,475,954
United Healthcare of the Midwest, Inc.	\$174.88	\$225.60	-22.48%	\$390,723,343	\$860,888,713	2,234,182	3,815,912
All HMOs with Missouri Premiums in 2003	\$208.83	\$202.38	3.19%	\$2,010,187,688	\$2,295,163,025	9,626,010	11,341,133

**Source: 2002 Annual Managed Care Supplement Report

For HealthLink HMO, Inc. see page 1

Missouri Commercial Premiums Per Member Per Month (2003 - 1999)

Health Maintenance Organization	2003	2002	% Change (2003 - 2002)	2001	% Change (2002 - 2001)	2000	% Change (2001 - 2000)	1999	% Change (2000 - 1999)	% Change (2003 - 1999)
AET Health Care Plan, Inc.	\$0.00	\$160.48	-100.00%	\$155.58	3.15%	\$141.61	9.87%	\$124.27	13.95%	-100.00%
Aetna Health, Inc.	\$233.27	\$175.34	33.04%	\$147.34	19.00%	\$122.54	20.24%	\$122.36	0.15%	90.64%
Blue Cross & Blue Shield of Kansas City	\$219.87	\$192.75	14.07%	\$140.99	36.72%	\$156.00	-9.62%	\$138.32	12.78%	58.96%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	\$239.40	\$192.56	24.33%	\$143.68	34.02%	\$98.42	45.99%	\$86.17	14.22%	177.82%
CIGNA Healthcare of St. Louis, Inc.	\$331.97	\$254.36	30.51%	\$215.11	18.24%	\$172.50	24.70%	\$152.86	12.85%	117.17%
Community Health Plan	\$243.17	\$217.86	11.62%	\$181.69	19.91%	\$162.95	11.50%	\$134.54	21.12%	80.74%
Coventry Health Care of Kansas, Inc.	\$209.85	\$165.04	27.15%	\$160.99	2.51%	\$121.72	32.26%	\$114.81	6.02%	82.78%
Cox Health Systems HMO, Inc.	\$242.29	\$201.28	20.38%	\$185.05	8.77%	\$161.61	14.50%	\$144.57	11.79%	67.60%
FirstGuard Health Plan, Inc.	\$221.14	\$194.13	13.91%	\$153.98	26.08%	\$141.11	9.12%	\$123.67	14.10%	78.82%
Good Health HMO, Inc. dba Blue Care, Inc.	\$236.01	\$222.85	5.90%	\$196.93	13.16%	\$155.35	26.76%	\$140.46	10.60%	68.02%
Great-West Healthcare of Kansas/Missouri, Inc.	\$223.87	\$234.17	-4.40%	\$173.11	35.27%	N/A	N/A	N/A	N/A	N/A
Group Health Plan, Inc.	\$206.04	\$189.91	8.49%	\$165.14	15.00%	\$143.77	14.86%	\$132.61	8.42%	55.37%
HMO Missouri, Inc. dba Blue Choice	\$210.14	\$178.02	18.04%	\$153.09	16.28%	\$138.48	10.55%	\$141.99	-2.47%	47.99%
Humana Health Plan, Inc.	\$276.17	\$239.08	15.52%	\$164.59	45.26%	\$146.33	12.48%	\$192.77	-24.09%	43.27%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$214.04	\$192.29	11.31%	\$173.42	10.88%	\$137.08	26.51%	\$123.75	10.77%	72.97%
United Healthcare of the Midwest, Inc.	\$174.88	\$225.60	-22.48%	\$199.72	12.96%	\$155.73	28.25%	\$139.31	11.79%	25.54%
All HMOs with Missouri Premiums in 2003	\$208.83	\$202.38	3.19%	\$177.30	14.14%	\$146.52	21.01%	\$135.24	8.34%	54.41%

For HealthLink HMO, Inc. see page 1

Missouri

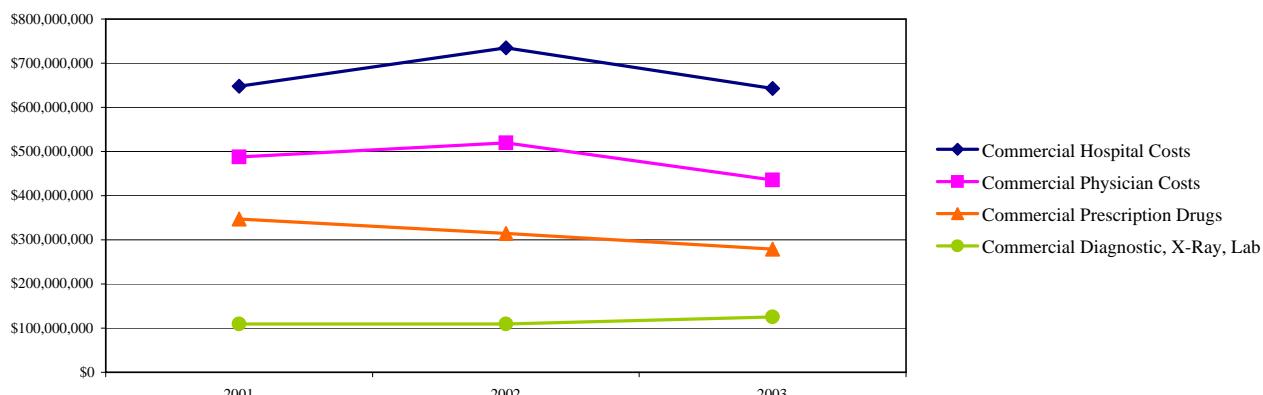
Cost

Comparisons

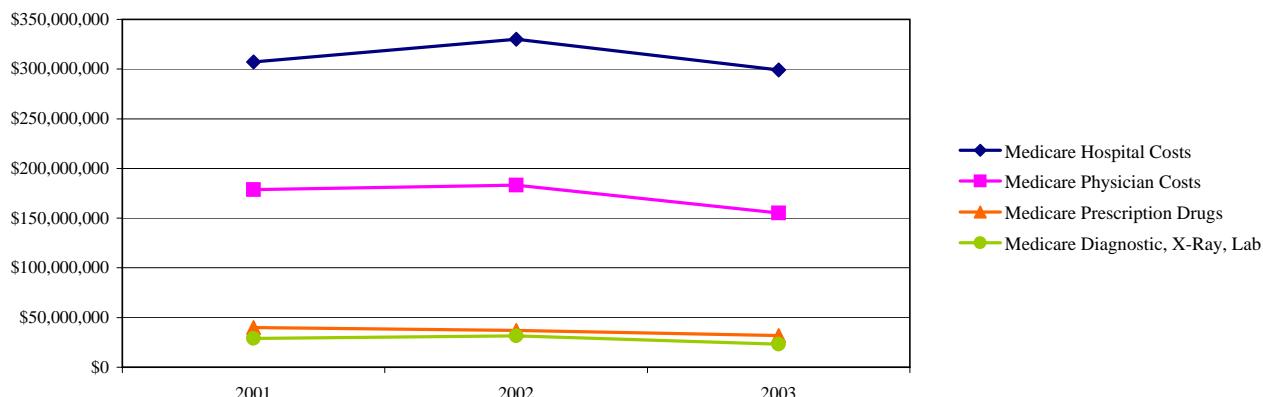
Partly because of its incentives for preventive care before hospitalization is necessary, managed care was promoted as the most effective solution for addressing rapidly rising medical costs experienced during the 1970s to the early 1990s. Cost information has been included in the Missouri HMO Annual Report for the third year. While trend data has been reported for the first time. Cost data is collected quarterly for all HMOs. All cost data is from the annual Managed Care Supplement Report, Cost of Services Table, for 2003.

This information shows how dollars are spent on different categories of health care. Historically, hospital costs represent the largest percentage of all medical costs. The Medicare and Medicaid markets continue to exhibit hospital expenses that are far higher than expenses in other categories. However, Missouri's commercial HMOs are spending nearly as much on non-hospital areas, including pharmacy and outpatient physician care, as they are spending on inpatient hospital care. Pharmacy costs for commercial business have received much attention in recent years, as the most rapidly rising cost, but Missouri HMOs seem to have stopped this trend, with greater cost sharing for HMO plan members.

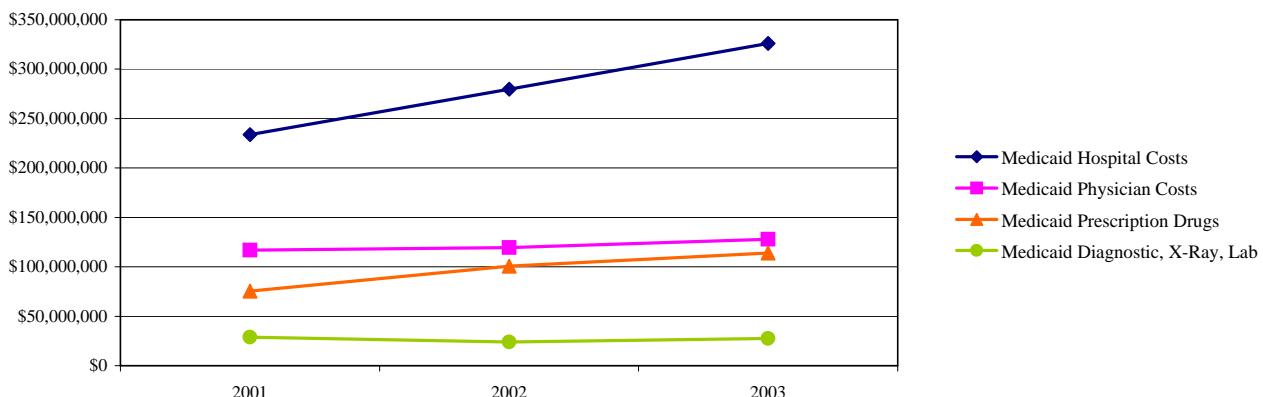
Missouri Costs of Services by Product Type



Commercial	2001	2002	% Change (2001-2002)	2003	% Change (2002-2003)
Hospital Costs ^	\$647,645,876	\$734,658,556	13.4%	\$642,936,784	-12.5%
Physician Costs	\$487,950,209	\$519,502,718	6.5%	\$435,799,343	-16.1%
Prescription Drugs	\$346,801,386	\$314,336,508	-9.4%	\$279,147,289	-11.2%
Diagnostic, X-Ray, Lab	\$109,368,915	\$109,694,655	0.3%	\$125,649,685	14.5%



Medicare	2001	2002	% Change (2001-2002)	2003	% Change (2002-2003)
Hospital Costs ^	\$307,035,246	\$329,878,110	7.4%	\$299,195,973	-9.3%
Physician Costs	\$178,678,567	\$183,181,283	2.5%	\$155,059,713	-15.4%
Prescription Drugs	\$39,898,410	\$37,155,093	-6.9%	\$31,887,499	-14.2%
Diagnostic, X-Ray, Lab	\$28,990,226	\$31,593,281	9.0%	\$23,286,057	-26.3%



Medicaid	2001	2002	% Change (2001-2002)	2003	% Change (2002-2003)
Hospital Costs ^	\$233,712,045	\$279,686,508	19.7%	\$326,096,288	16.6%
Physician Costs	\$116,869,851	\$119,422,078	2.2%	\$127,805,126	7.0%
Prescription Drugs	\$75,500,337	\$100,538,749	33.2%	\$114,097,405	13.5%
Diagnostic, X-Ray, Lab	\$28,701,757	\$23,936,622	-16.6%	\$27,524,011	15.0%

[^] Hospital Costs include Inpatient Hospital, Outpatient Hospital and Emergency Room

2003 Missouri Costs of Services

for Commercial Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia, etc.	Outpatient Physician, Surgeon, Anesthesia, etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic, X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Aetna Health, Inc.	\$4,056,436	\$2,386,396	\$6,132,942	\$790,301	\$3,838,490	\$1,045,420	\$65,444	\$0	\$0	\$0	\$456,139	\$4,259,528	\$6,767,838	\$29,798,933	\$1,357,172	\$28,441,761
Blue Cross & Blue Shield of Kansas City	\$15,257,149	\$8,722,074	\$10,385,187	\$4,474,813	\$18,649,744	\$3,729,403	\$155,456	\$0	\$0	\$13,514	\$1,460,428	\$8,347,582	\$0	\$71,195,350	\$7,252,781	\$63,942,569
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	\$2,693,195	\$838,176	\$853,329	\$1,446,446	\$1,876,823	\$724,883	\$10,419	\$0	\$0	\$112,739	\$169,108	\$771,522	\$882,329	\$10,378,967	\$474,555	\$9,904,412
CIGNA Healthcare of St. Louis, Inc.	\$2,519,893	\$1,679,867	\$2,920,067	\$2,179,777	\$2,585,796	\$592,645	\$13,686	\$0	\$0	\$149,035	\$223,553	\$1,684,417	\$979,100	\$15,527,837	\$620,909	\$14,906,929
Community Health Plan	\$11,947,939	\$5,962,702	\$4,567,838	\$2,292,662	\$7,033,149	\$2,164,551	\$306,111	\$0	\$0	\$535,896	\$297,040	\$8,983,679	\$2,146,320	\$46,237,887	\$750,483	\$45,487,404
Coventry Health Care of Kansas, Inc.	\$31,875,827	\$22,558,854	\$23,898,822	\$8,943,876	\$38,519,895	\$6,497,337	\$594,329	\$33,227	\$0	\$1,479,544	\$1,822,554	\$1,422,431	\$1,257,663	\$138,904,359	\$4,988,270	\$133,916,089
Cox Health Systems HMO, Inc.	\$10,305,257	\$6,621,463	\$7,116,677	\$2,972,795	\$11,501,358	\$1,690,947	\$5,692	\$0	\$0	\$146,315	\$323,427	\$3,124,659	\$1,626,386	\$45,434,976	\$31,902	\$45,403,074
FirstGuard Health Plan, Inc.	\$1,257,903	\$744,210	\$721,311	\$223,342	\$1,010,386	\$210,245	\$24,030	\$0	\$0	\$41,722	\$51,561	\$377,522	\$430,565	\$5,092,797	\$108,946	\$4,983,851
Good Health HMO, Inc. dba Blue Care, Inc.	\$14,014,197	\$12,184,727	\$22,416,000	\$6,717,875	\$20,511,423	\$5,414,236	\$185,695	\$0	\$0	\$8,651	\$1,905,211	\$9,784,369	\$0	\$93,142,384	\$8,059,259	\$85,083,125
Great-West Healthcare of Kansas/Missouri, Inc.	\$498,834	\$385,819	\$487,361	\$137,008	\$741,307	\$186,751	\$4,514	\$0	\$0	\$2,612	\$15,772	\$329,222	\$279,999	\$3,069,198	\$0	\$3,069,198
Group Health Plan, Inc.	\$56,522,364	\$64,440,608	\$50,003,522	\$14,401,945	\$69,159,725	\$10,846,965	\$327,398	\$0	\$0	\$1,626,185	\$3,455,645	\$5,496,347	\$4,080,153	\$280,360,857	\$10,942,031	\$269,418,826
HMO Missouri, Inc. dba Blue Choice	\$40,940,151	\$33,100,740	\$42,038,280	\$13,183,904	\$18,576,115	\$7,567,751	\$421,139	\$0	\$0	\$1,750,534	\$2,127,554	\$25,016,152	\$19,409,555	\$204,131,875	\$13,288,681	\$190,843,194
Humana Health Plan, Inc.	\$9,399,475	\$7,770,928	\$11,291,779	\$4,966,170	\$14,458,469	\$1,653,388	\$109,103	\$0	\$0	\$652,429	\$1,738,526	\$3,449,216	\$9,331,718	\$64,821,201	\$10,061,069	\$54,760,132
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$61,529,957	\$43,001,075	\$36,545,807	\$15,544,066	\$54,138,937	\$8,173,371	\$1,073,130	\$455	\$0	\$3,853,490	\$1,502,846	\$43,508,479	\$8,944,214	\$277,815,826	\$5,171,260	\$272,644,566
United Healthcare of the Midwest, Inc.	\$58,915,706	\$51,930,489	\$59,768,367	\$18,682,938	\$76,239,808	\$8,376,481	\$1,484,324	\$0	\$0	\$6,030,155	\$6,030,155	\$9,094,560	\$10,138,318	\$306,691,301	\$12,960,342	\$293,730,959
Totals	\$321,734,282	\$262,328,129	\$279,147,289	\$96,957,918	\$338,841,425	\$58,874,374	\$4,780,468	\$33,682	\$0	\$16,402,821	\$21,579,519	\$125,649,685	\$66,274,158	#####	\$76,067,660	#####

2003 Missouri Per Member Per Month Costs

for Commercial Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia, etc.	Outpatient Physician, Surgeon, Anesthesia, etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic, X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Aetna Health, Inc.	\$24.10	\$14.18	\$36.44	\$4.70	\$22.81	\$6.21	\$0.39	\$0.00	\$0.00	\$0.00	\$2.71	\$25.31	\$40.21	\$177.04	\$8.06	\$168.98
Blue Cross & Blue Shield of Kansas City	\$38.69	\$22.12	\$26.33	\$11.35	\$47.29	\$9.46	\$0.39	\$0.00	\$0.00	\$0.03	\$3.70	\$21.17	\$0.00	\$180.53	\$18.39	\$162.14
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	\$51.93	\$16.16	\$16.45	\$27.89	\$36.19	\$13.98	\$0.20	\$0.00	\$0.00	\$2.17	\$3.26	\$14.88	\$17.01	\$200.13	\$9.15	\$190.98
CIGNA Healthcare of St. Louis, Inc.	\$33.17	\$22.11	\$38.44	\$28.69	\$34.04	\$7.80	\$0.18	\$0.00	\$0.00	\$1.96	\$2.94	\$22.17	\$12.89	\$204.39	\$8.17	\$196.22
Community Health Plan	\$52.54	\$26.22	\$20.09	\$10.08	\$30.93	\$9.52	\$1.35	\$0.00	\$0.00	\$2.36	\$1.31	\$39.51	\$9.44	\$203.34	\$3.30	\$200.04
Coventry Health Care of Kansas, Inc.	\$36.73	\$25.99	\$27.54	\$10.30	\$44.38	\$7.49	\$0.68	\$0.04	\$0.00	\$1.70	\$2.10	\$1.64	\$1.45	\$160.04	\$5.75	\$154.29
Cox Health Systems HMO, Inc.	\$51.68	\$33.21	\$35.69	\$14.91	\$57.68	\$8.48	\$0.03	\$0.00	\$0.00	\$0.73	\$1.62	\$15.67	\$8.16	\$227.87	\$0.16	\$227.71
FirstGuard Health Plan, Inc.	\$52.29	\$30.93	\$29.98	\$9.28	\$42.00	\$8.74	\$1.00	\$0.00	\$0.00	\$1.73	\$2.14	\$15.69	\$17.90	\$211.69	\$4.53	\$207.16
Good Health HMO, Inc. dba Blue Care, Inc.	\$30.14	\$26.20	\$48.21	\$14.45	\$44.11	\$11.64	\$0.40	\$0.00	\$0.00	\$0.02	\$4.10	\$21.04	\$0.00	\$200.31	\$17.33	\$182.98
Great-West Healthcare of Kansas/Missouri, Inc.	\$30.70	\$23.75	\$30.00	\$8.43	\$45.63	\$11.49	\$0.28	\$0.00	\$0.00	\$0.16	\$0.97	\$20.26	\$17.23	\$188.91	\$0.00	\$188.91
Group Health Plan, Inc.	\$30.82	\$35.14	\$27.27	\$7.85	\$37.71	\$5.91	\$0.18	\$0.00	\$0.00	\$0.89	\$1.88	\$3.00	\$2.22	\$152.88	\$5.97	\$146.92
HMO Missouri, Inc. dba Blue Choice	\$33.37	\$26.98	\$34.26	\$10.75	\$15.14	\$6.17	\$0.34	\$0.00	\$0.00	\$1.43	\$1.73	\$20.39	\$15.82	\$166.37	\$10.83	\$155.54
Humana Health Plan, Inc.	\$26.87	\$22.21	\$32.27	\$14.19	\$41.33	\$4.73	\$0.31	\$0.00	\$0.00	\$1.86	\$4.97	\$9.86	\$26.67	\$185.28	\$28.76	\$156.52
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$41.28	\$28.85	\$24.52	\$10.43	\$36.32	\$5.48	\$0.72	\$0.00	\$0.00	\$2.59	\$1.01	\$29.19	\$6.00	\$186.37	\$3.47	\$182.90
United Healthcare of the Midwest, Inc.	\$26.37	\$23.24	\$26.75	\$8.36	\$34.12	\$3.75	\$0.66	\$0.00	\$0.00	\$2.70	\$2.70	\$4.07	\$4.54	\$137.27	\$5.80	\$131.47
State Wide Averages	\$35.04	\$23.58	\$28.39	\$11.98	\$35.60	\$7.55	\$0.44	\$0.00	\$0.00	\$1.27	\$2.32	\$16.49	\$11.22	\$173.90	\$8.10	\$165.80

For HealthLink HMO, Inc. see page 1

Source: 2003 HMO Annual Supplement Report

2003 Missouri Costs of Services

for Medicare Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia etc.	Outpatient Physician, Surgeon, Anesthesia etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Coventry Health Care of Kansas, Inc.	\$28,889,762	\$13,396,645	\$4,587,015	\$5,326,108	\$10,967,631	\$572,050	\$1,336	\$5,298	\$0	\$364,475	\$125,765	\$338,052	\$1,109,064	\$65,683,201	\$46,908,650	\$18,774,551
Group Health Plan, Inc.	\$27,400,047	\$12,365,082	\$3,555,831	\$3,575,174	\$14,504,512	\$826,298	\$3,751	\$0	\$0	\$111,211	\$236,324	\$863,392	\$1,632,504	\$65,074,125	\$2,656,760	\$62,417,364
Humana Health Plan, Inc.	\$13,233,424	\$5,442,970	\$2,501,185	\$3,464,510	\$5,871,185	\$545,732	\$11,110	\$0	\$0	\$708,816	\$121,365	\$2,054,053	\$14,244,937	\$48,199,287	\$10,875,098	\$37,324,189
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$46,378,499	\$19,590,792	\$10,741,319	\$8,592,132	\$26,125,367	\$1,205,270	\$167,788	\$0	\$0	\$743,971	\$337,543	\$18,141,514	\$8,564,160	\$140,588,354	\$2,056,538	\$138,531,817
United Healthcare of the Midwest, Inc.	\$86,341,809	\$40,021,779	\$10,502,149	\$20,415,665	\$56,217,429	\$2,985,816	\$16,812	\$0	\$0	\$1,686,798	\$1,686,798	\$1,889,046	\$7,000,383	\$228,764,485	\$38,702,987	\$190,061,498
Totals	\$202,243,541	\$90,817,267	\$31,887,499	\$41,373,589	\$113,686,124	\$6,135,166	\$200,797	\$5,298	\$0	\$3,615,272	\$2,507,795	\$23,286,057	\$32,551,048	\$548,309,451	\$101,200,032	\$447,109,419

2003 Missouri Costs of Services

for Medicaid Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia etc.	Outpatient Physician, Surgeon, Anesthesia etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Alliance for Community Health LLC, dba Community Care Plus	\$15,494,127	\$6,769,988	\$8,256,746	\$3,124,775	\$9,422,867	\$6,788,920	\$0	\$0	\$0	\$760,750	\$665,656	\$714,031	\$4,276,477	\$56,274,336	\$8,917,849	\$47,356,487
Blue Cross & Blue Shield of Kansas City	\$15,423,774	\$7,683,194	\$9,665,837	\$3,605,868	\$11,868,022	\$7,675,810	\$0	\$0	\$0	\$23,285	\$2,041,006	\$3,795,446	\$0	\$61,782,242	\$6,640,429	\$55,141,813
Children's Mercy's Family Health Partners, Inc.	\$19,749,045	\$11,297,949	\$14,001,857	\$2,879,741	\$8,324,865	\$6,521,357	\$0	\$0	\$0	\$961,540	\$3,255,742	\$7,418,626	\$5,082,289	\$79,493,011	\$7,074,529	\$72,418,482
FirstGuard Health Plan, Inc.	\$18,915,619	\$4,570,749	\$11,644,279	\$3,102,417	\$5,294,034	\$6,538,832	\$1,945	\$0	\$0	\$915,460	\$1,121,023	\$1,929,788	\$11,228,894	\$65,263,040	\$6,949,974	\$58,313,066
Healthcare USA of Missouri, LLC	\$79,229,406	\$35,757,317	\$50,081,933	\$19,388,940	\$39,852,122	\$28,042,223	\$0	\$386,648	\$0	\$6,966,987	\$3,278,582	\$7,768,699	\$17,326,262	\$288,079,119	\$34,913,836	\$253,165,283
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$17,655,996	\$4,302,114	\$11,109,935	\$3,964,967	\$7,407,093	\$4,904,328	\$0	\$192	\$0	\$1,920,525	\$638,099	\$4,458,475	\$4,308,859	\$60,670,582	\$4,262,841	\$56,407,741
Missouri Care, LC	\$11,211,257	\$10,830,901	\$9,336,817	\$3,075,328	\$6,494,087	\$6,733,383	\$0	\$0	\$0	\$1,574,601	\$1,438,947	\$4,118,121	\$54,813,442	\$3,881,330	\$50,932,112	
Totals	\$177,679,224	\$81,212,211	\$114,097,405	\$39,142,036	\$88,663,091	\$67,204,853	\$1,945	\$386,840	\$0	\$11,548,547	\$12,574,709	\$27,524,011	\$46,340,902	\$666,375,773	\$72,640,788	\$593,734,985

Source: 2003 HMO Annual Supplement Report

2003 Missouri Per Member Per Month Costs

for Medicare Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia, etc.	Outpatient Physician, Surgeon, Anesthesia, etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic, X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Coventry Health Care of Kansas, Inc.	\$208.37	\$96.62	\$33.08	\$38.41	\$79.10	\$4.13	\$0.01	\$0.04	\$0.00	\$2.63	\$0.91	\$2.44	\$8.00	\$473.74	\$338.33	\$135.41
Group Health Plan, Inc.	\$207.26	\$93.53	\$26.90	\$27.04	\$109.71	\$6.25	\$0.03	\$0.00	\$0.00	\$0.84	\$1.79	\$6.53	\$12.35	\$492.23	\$20.10	\$472.13
Humana Health Plan, Inc.	\$101.89	\$41.91	\$19.26	\$26.67	\$45.20	\$4.20	\$0.09	\$0.00	\$0.00	\$5.46	\$0.93	\$15.82	\$109.68	\$371.11	\$83.73	\$287.37
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$164.54	\$69.51	\$38.11	\$30.48	\$92.69	\$4.28	\$0.60	\$0.00	\$0.00	\$2.64	\$1.20	\$64.36	\$30.38	\$498.79	\$7.30	\$491.49
United Healthcare of the Midwest, Inc.	\$154.10	\$71.43	\$18.74	\$36.44	\$100.34	\$5.33	\$0.03	\$0.00	\$0.00	\$3.01	\$3.01	\$3.37	\$12.49	\$408.29	\$69.08	\$339.22
State WideAverages	\$167.23	\$74.60	\$27.22	\$31.81	\$85.41	\$4.84	\$0.15	\$0.01	\$0.00	\$2.92	\$1.57	\$18.50	\$34.58	\$448.83	\$103.71	\$345.12

2003 Missouri Per Member Per Month Costs

for Medicaid Services

HMO Name	Inpatient Hospital	Outpatient Hospital	Prescription Drugs (not Inpatient)	Inpatient Physician, Surgeon, Anesthesia, etc.	Outpatient Physician, Surgeon, Anesthesia, etc.	Emergency Room	Chiropractic Visits	Prostheses & Expenses	Clinical Trials	Inpatient Mental Health	Outpatient Mental Health	Diagnostic, X-Ray, Laboratory	Other	Subtotal	Total Capitation Costs	Total Medical Costs
Alliance for Community Health LLC, dba Community Care Plus	\$28.82	\$12.59	\$15.36	\$5.81	\$17.53	\$12.63	\$0.00	\$0.00	\$0.00	\$1.42	\$1.24	\$1.33	\$7.95	\$104.67	\$16.59	\$88.08
Blue Cross & Blue Shield of Kansas City	\$37.51	\$18.68	\$23.50	\$8.77	\$28.86	\$18.67	\$0.00	\$0.00	\$0.00	\$0.06	\$4.96	\$9.23	\$0.00	\$150.24	\$16.15	\$134.09
Children's Mercy's Family Health Partners, Inc.	\$35.94	\$20.56	\$25.48	\$5.24	\$15.15	\$11.87	\$0.00	\$0.00	\$0.00	\$1.75	\$5.92	\$13.50	\$9.25	\$144.64	\$12.87	\$131.77
FirstGuard Health Plan, Inc.	\$37.79	\$9.13	\$23.26	\$6.20	\$10.58	\$13.06	\$0.00	\$0.00	\$0.00	\$1.83	\$2.24	\$3.86	\$22.43	\$130.39	\$13.89	\$116.50
Healthcare USA of Missouri, LLC	\$35.52	\$16.03	\$22.45	\$8.69	\$17.87	\$12.57	\$0.00	\$0.17	\$0.00	\$3.12	\$1.47	\$3.48	\$7.77	\$129.16	\$15.65	\$113.51
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$40.37	\$9.84	\$25.40	\$9.07	\$16.93	\$11.21	\$0.00	\$0.00	\$0.00	\$4.39	\$1.46	\$10.19	\$9.85	\$138.71	\$9.75	\$128.96
Missouri Care, LC	\$29.42	\$28.42	\$24.50	\$8.07	\$17.04	\$17.67	\$0.00	\$0.00	\$0.00	\$4.13	\$3.78	\$10.81	\$143.85	\$10.19	\$133.66	
State WideAverages	\$35.05	\$16.47	\$22.85	\$7.41	\$17.71	\$13.95	\$0.00	\$0.02	\$0.00	\$1.79	\$3.06	\$6.48	\$9.72	\$134.52	\$13.58	\$120.94

Results of Nationwide Operations

Missouri Licensed HMOs

Source: 2003 HMO Annual Financial Statements submitted to the Missouri Department of Insurance unless otherwise noted.

Please note: this section contains the plan wide operations data for Blue Cross & Blue Shield of Kansas City, not just the HMO business. This company is operated under a dual Health Services Corporation and Health Maintenance Organization license, per §354.475 RSMo.

Historical Net Income (2003 - 1999)

in descending order of 2003 Net Income(Loss)

Health Maintenance Organization	2003	2002	% Change (2003 - 2002)	2001	% Change (2002 - 2001)	2000	% Change (2001 - 2000)	1999	% Change (2000 - 1999)	% Change (2003 - 1999)
Blue Cross & Blue Shield of Kansas City	\$53,026,784	\$12,864,981	312.18%	(\$7,663,781)	267.87%	(\$3,879,163)	-97.56%	\$8,112,282	-147.82%	553.66%
United Healthcare of the Midwest, Inc.	\$46,667,928	\$48,616,973	-4.01%	\$29,145,145	66.81%	\$9,035,581	222.56%	\$10,265,010	-11.98%	354.63%
Group Health Plan, Inc.	\$41,715,218	\$34,407,249	21.24%	\$9,834,600	249.86%	\$6,371,642	54.35%	(\$22,846,300)	127.89%	282.59%
Humana Health Plan, Inc.	\$36,724,284	(\$1,624,808)	2360.22%	(\$37,903,966)	95.71%	\$40,240,596	-194.19%	\$4,741,441	748.70%	674.54%
Coventry Health Care of Kansas, Inc.	\$33,740,773	(\$9,232,694)	465.45%	(\$5,667,935)	-62.89%	(\$2,533,364)	-123.73%	\$3,981,607	-163.63%	747.42%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$26,191,186	\$3,279,342	698.67%	(\$2,647,200)	223.88%	\$240,217	-1202.00%	(\$13,255,535)	101.81%	297.59%
AET Health Care Plan, Inc.	\$16,288,663	\$26,263,263	-37.98%	(\$8,180,647)	421.04%	(\$193,059,378)	95.76%	(\$211,616,003)	8.77%	107.70%
HMO Missouri, Inc. dba Blue Choice	\$14,964,235	\$11,326,780	32.11%	\$14,313,982	-20.87%	\$449,861	3081.87%	\$2,230,868	-79.83%	570.78%
Healthcare USA of Missouri, LLC	\$10,132,066	\$11,316,734	-10.47%	\$11,542,422	-1.96%	\$8,060,109	43.20%	\$6,887,943	17.02%	47.10%
FirstGuard Health Plan, Inc.	\$9,124,452	\$3,358,231	171.70%	(\$1,030,271)	425.96%	\$4,783,820	-121.54%	\$1,635,571	192.49%	457.88%
Aetna Health, Inc.	\$4,886,097	\$1,493,827	227.09%	(\$13,970,493)	110.69%	(\$6,599,712)	-111.68%	(\$987,940)	-568.03%	594.57%
Good Health HMO, Inc. dba Blue Care, Inc.	\$4,725,143	\$6,625,367	-28.68%	\$2,135,736	210.21%	\$43,772	4779.23%	(\$1,759,772)	102.49%	368.51%
Alliance for Community Health LLC, dba Community Care Plus	\$3,942,900	\$3,779,948	4.31%	\$4,485,380	-15.73%	\$1,742,753	157.37%	\$572,737	204.29%	588.43%
CIGNA Healthcare of St. Louis, Inc.	\$3,317,524	\$1,826,560	81.63%	\$77,613	2253.42%	(\$57,943)	233.95%	\$470,680	-112.31%	604.84%
Community Health Plan	\$1,033,398	(\$753,344)	237.17%	(\$8,048,580)	90.64%	(\$2,191,309)	-267.30%	(\$33,031)	-6534.10%	3228.57%
The Medical Center Health Plan	\$962,395	(\$555,850)	273.14%	\$1,114,903	-149.86%	(\$13,924,029)	108.01%	(\$14,535,626)	4.21%	106.62%
Children's Mercy's Family Health Partners, Inc.	\$812,564	(\$410,049)	298.16%	(\$669,810)	38.78%	\$28,139	-2480.36%	(\$132,144)	121.29%	714.91%
Missouri Care, LC	\$250,843	\$243,263	3.12%	(\$415,594)	158.53%	(\$2,310,283)	82.01%	(\$2,482,085)	6.92%	110.11%
Great-West Healthcare of Kansas/Missouri, Inc.	\$38,438	\$756,738	-94.92%	(\$73,806)	1125.31%	\$0	100.00%	\$0	0.00%	100.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	(\$67,397)	(\$2,112,916)	96.81%	(\$1,866,852)	-13.18%	\$2,382,219	-178.37%	(\$8,102,575)	129.40%	99.17%
Cox Health Systems HMO, Inc.	(\$705,685)	(\$1,851,848)	61.89%	(\$1,274,370)	-45.31%	(\$1,906,060)	33.14%	(\$2,395,350)	20.43%	70.54%
All HMOs with Missouri Premiums in 2003	\$307,771,809	\$149,617,747	105.71%	(\$16,763,524)	992.52%	(\$153,082,532)	89.05%	(\$239,248,222)	36.02%	228.64%

Balance Sheet Items

- A. % Missouri Business** - Reported Missouri premium-related revenues relative to reported total nationwide premium related-revenues. Premium related revenue includes commercial premiums and Medicare and Medicaid revenues recorded on a prepaid basis for the provision of contracted health services.
- B. Cash and Short Term Investments** - Cash on hand and investments maturing in one year or less, excluding cash restricted for statutory insolvency reserve requirements or held for contract reserves (e.g., Medicaid grants).
- C. Premium & Health Care Receivables** - Gross amounts collectible for services rendered less the amount accrued for premiums determined to be uncollectible. Excludes fee-for-service revenues.
- D. Total Assets** - Permitted assets determined in accordance with statutory requirements. Includes: cash; premiums receivable; investment income receivable; health care receivables; short-term and long-term investments; amounts due from affiliates; property and equipment; and aggregate write-ins for other assets.
- E. Liabilities** - All obligations, determined in accordance with state statutes, for which an HMO is financially responsible. Includes: Claims unpaid, unpaid claims adjustment expenses, claim reserves, premiums received in advance, general expenses due or accrued, federal and foreign income taxes payable, amounts due to parent, subsidiaries and affiliates, borrowed money.
- F. Capital & Surplus** - Includes: Common capital stock, preferred capital stock, gross paid in and contributed surplus, surplus notes, unassigned funds, less treasury stock at cost.
- G. Total Liabilities, Capital & Surplus** – Includes: Liabilities plus Capital & Surplus.

2003 Nationwide Operations

Balance Sheet Items

A Health Maintenance Organizations Licensed & Active in Missouri in 2003	B MO %	C Cash & Short Term Investments	D Premium & Health Care Receivables	E Total Assets	F Liabilities	G Capital & Surplus	H Total Liabilities, Capital and Surplus
AET Health Care Plan, Inc.	6.8%	\$1,150,281	\$0	\$29,489,388	\$9,944,104	\$19,545,284	\$29,489,388
Aetna Health, Inc.	59.4%	\$8,500,801	\$370,135	\$21,534,018	\$8,381,465	\$13,152,553	\$21,534,018
Alliance for Community Health LLC, dba Community Care Plus	100.0%	\$18,892,045	\$7,776,917	\$26,813,111	\$13,861,240	\$12,951,871	\$26,813,111
Blue Cross & Blue Shield of Kansas City	21.1%	\$31,459,612	\$53,653,889	\$512,777,282	\$274,953,368	\$237,823,914	\$512,777,282
Children's Mercy's Family Health Partners, Inc.	100.0%	\$4,544,310	\$8,032,621	\$14,906,377	\$11,618,558	\$3,287,819	\$14,906,377
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	65.1%	\$7,160,239	\$1,121,603	\$18,616,829	\$13,526,779	\$5,090,050	\$18,616,829
CIGNA Healthcare of St. Louis, Inc.	89.0%	\$6,029,959	\$1,584,957	\$13,690,112	\$5,253,095	\$8,437,017	\$13,690,112
Community Health Plan	97.2%	\$5,687,365	\$2,014,650	\$10,424,387	\$7,790,738	\$2,633,649	\$10,424,387
Coventry Health Care of Kansas, Inc.	51.1%	\$10,177,933	\$7,355,568	\$162,093,458	\$78,595,094	\$83,498,364	\$162,093,458
Cox Health Systems HMO, Inc.	100.0%	\$4,388,582	\$79,274	\$13,490,404	\$4,469,358	\$9,021,046	\$13,490,404
FirstGuard Health Plan, Inc.	99.0%	\$6,419,333	\$7,069,808	\$31,204,975	\$14,685,074	\$16,519,901	\$31,204,975
Good Health HMO, Inc. dba Blue Care, Inc.	68.2%	\$4,117,527	\$1,061,371	\$40,896,200	\$15,723,589	\$25,172,611	\$40,896,200
Great-West Healthcare of Kansas/Missouri, Inc.	100.0%	\$1,084,996	\$0	\$4,298,043	\$531,987	\$3,766,056	\$4,298,043
Group Health Plan, Inc.	84.6%	\$14,737,780	\$12,973,066	\$171,351,984	\$90,287,929	\$81,064,055	\$171,351,984
Healthcare USA of Missouri, LLC	100.0%	\$1,370,809	\$30,685,622	\$63,170,691	\$32,233,644	\$30,937,047	\$63,170,691
HMO Missouri, Inc. dba Blue Choice	100.0%	\$2,207,225	\$20,919,520	\$90,486,004	\$48,101,354	\$42,384,650	\$90,486,004
Humana Health Plan, Inc.	8.0%	\$120,115,574	\$36,448,945	\$486,525,355	\$274,397,981	\$212,127,374	\$486,525,355
The Medical Center Health Plan	100.0%	\$8,553,253	\$0	\$8,840,205	\$2,686,074	\$6,154,131	\$8,840,205
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	91.6%	\$48,137,095	\$20,716,448	\$119,741,911	\$72,159,863	\$47,582,048	\$119,741,911
Missouri Care, LC	100.0%	\$6,991,457	\$6,968,271	\$14,024,941	\$9,451,854	\$4,573,087	\$14,024,941
United Healthcare of the Midwest, Inc.	83.0%	\$48,614,353	\$10,095,569	\$305,550,762	\$169,824,093	\$135,726,669	\$305,550,762
All HMOs	52.3%	\$360,340,529	\$228,928,234	\$2,159,926,437	\$1,158,477,241	\$1,001,449,196	\$2,159,926,437
♦HMOs with MO% of Business > 60% (16 HMOs)	89.3%	\$188,936,328	\$131,099,697	\$947,506,936	\$512,205,229	\$435,301,707	\$947,506,936

Percent Missouri Business is based on premium earned information from the 2003 Annual Statement Premiums, Enrollment and Utilization Table for Missouri (page 35.MC)

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Income Statement Items

- A. Missouri % of “A”** - Reported Missouri premium related revenues relative to reported total nationwide premium related revenues (before premiums ceded for reinsurance). Premium related revenue includes commercial premiums and Medicare and Medicaid revenues recorded on a prepaid basis for the provision of contracted health services.
- B. Net Premium Income** - Total commercial premiums and Medicare and Medicaid revenues recorded by nationwide business operations on a prepaid basis for the provision of contracted health services, net of premiums ceded for reinsurance. Premium revenues do not include fee-for-service revenues.
- C. Other Healthcare Revenue** – Includes: Premium related revenues, fee-for-service revenue, risk revenue, changes in unearned premium reserves and total aggregate revenue write-ins.
- D. Total Medical & Hospital Expense** - Includes: Hospital/medical benefits; other professional services; outside referrals; emergency room and out-of-network; incentive pool and withhold adjustments; aggregate write-ins, **LESS** net reinsurance claims incurred; co-payments; coordination of benefits; and subrogation.
- E. Net Underwriting Gains (Losses)** - Includes: Total revenues **LESS** Total underwriting deductions.
- F. Net Investment Gains (Losses)** - Includes: Net investment income earned plus Net realized capital gains or (losses).
- G. Federal & Foreign Income Taxes** – Federal and foreign income taxes paid for the year.
- H. Net Income (Loss)** - Income adjusted for federal and foreign income taxes paid.

2003 Nationwide Operations

Income Statement Items

A Health Maintenance Organizations Licensed & Active in Missouri in 2003	B MO %	C Net Premium Income	D Other Healthcare Revenue	E Total Medical & Hospital Expense	F Net Underwriting Gains (Losses)	G Net Investment Gains (Losses)	H Federal & Foreign Income Taxes	I Net Income (Loss)
AET Health Care Plan, Inc.	6.8%	\$820,462	\$820,462	(\$4,312,290)	\$6,633,618	\$7,940,881	(\$1,714,164)	\$16,288,663
Aetna Health, Inc.	59.4%	\$66,053,351	\$66,053,351	\$49,324,860	\$7,872,149	\$343,118	\$3,329,170	\$4,886,097
Alliance for Community Health LLC, dba Community Care Plus	100.0%	\$76,250,629	\$76,250,629	\$61,607,306	\$6,514,667	\$247,221	\$2,690,752	\$3,942,900
Blue Cross & Blue Shield of Kansas City	21.1%	\$730,040,818	\$729,205,486	\$578,290,407	\$38,048,704	\$20,588,894	\$6,712,800	\$53,026,784
Children's Mercy's Family Health Partners, Inc.	100.0%	\$87,141,474	\$87,333,142	\$80,638,069	\$678,222	\$134,342	\$0	\$812,564
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	65.1%	\$18,836,923	\$18,836,923	\$19,888,054	(\$901,732)	\$545,626	(\$268,109)	(\$67,397)
CIGNA Healthcare of St. Louis, Inc.	89.0%	\$28,068,399	\$28,068,399	\$21,146,899	\$4,542,602	\$316,575	\$1,550,432	\$3,317,524
Community Health Plan	97.2%	\$56,341,487	\$58,971,002	\$47,146,608	\$934,087	\$99,311	\$0	\$1,033,398
Coventry Health Care of Kansas, Inc.	51.1%	\$507,673,879	\$508,952,935	\$399,476,617	\$46,003,462	\$3,870,744	\$14,860,417	\$33,740,773
Cox Health Systems HMO, Inc.	100.0%	\$47,998,793	\$48,838,791	\$44,525,917	(\$792,195)	\$86,510	\$0	(\$705,685)
FirstGuard Health Plan, Inc.	99.0%	\$86,639,040	\$97,775,967	\$69,240,337	\$12,725,050	\$150,956	\$4,023,350	\$9,124,452
Good Health HMO, Inc. dba Blue Care, Inc.	68.2%	\$160,757,342	\$160,757,342	\$135,599,811	\$5,776,953	\$1,508,890	\$2,560,700	\$4,725,143
Great-West Healthcare of Kansas/Missouri, Inc.	100.0%	\$3,637,159	\$3,637,159	\$3,198,099	(\$61,826)	\$120,962	\$20,698	\$38,438
Group Health Plan, Inc.	84.6%	\$541,151,425	\$541,151,425	\$427,809,374	\$57,003,207	\$6,606,663	\$21,563,608	\$41,715,218
Healthcare USA of Missouri, LLC	100.0%	\$327,287,649	\$327,367,699	\$280,718,819	\$13,860,185	\$1,065,524	\$4,793,643	\$10,132,066
HMO Missouri, Inc. dba Blue Choice	100.0%	\$251,613,644	\$251,597,063	\$196,995,795	\$21,530,768	\$2,221,521	\$8,640,727	\$14,964,235
Humana Health Plan, Inc.	8.0%	\$2,170,578,509	\$2,170,578,509	\$1,843,164,000	\$43,455,976	\$10,999,518	\$17,361,644	\$36,724,284
The Medical Center Health Plan	100.0%	(\$100,000)	(\$100,000)	(\$3,331,679)	\$2,187,098	\$41,712	\$0	\$962,395
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	91.6%	\$596,326,974	\$596,880,208	\$531,042,985	\$25,785,854	\$1,039,254	\$515,662	\$26,191,186
Missouri Care, LC	100.0%	\$64,942,382	\$64,942,382	\$54,116,756	\$2,676,666	\$74,177	\$0	\$250,843
United Healthcare of the Midwest, Inc.	83.0%	\$826,743,506	\$866,542,605	\$680,274,833	\$47,988,756	\$17,088,646	\$18,418,830	\$46,667,928
All HMOs	52.3%	\$6,648,803,845	\$6,704,461,479	\$5,516,561,577	\$342,462,271	\$75,091,045	\$105,060,160	\$307,771,809
♦HMOs with MO% of Business > 60% (16 HMOs)	89.3%	\$3,173,636,826	\$3,228,850,736	\$2,650,617,983	\$200,448,362	\$31,347,890	\$64,510,293	\$163,105,208

Percent Missouri Business is based on premium earned information from the 2003 Annual Statement Premiums, Enrollment and Utilization Table for Missouri (page 35.MC)

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Revenues by Category

- A. **Total Commercial Premiums** - Revenue recognized on a prepaid basis from individuals and groups for provision of a specified range of health services over a defined period of time, excluding unearned premiums, which are payments booked in advance of the period to which they apply.
- B. **Total Medicare Premiums** - Revenue for services provided to Medicare beneficiaries per arrangement with the Center for Medicare and Medicaid Services (CMS).
- C. **Total Medicaid Premiums** - Revenue for services provided to Medicaid beneficiaries per arrangements with the state agencies administering medical assistance under Title XIX of the Social Security Act.
- D. **Total Premium Related Revenue (A+B+C)** - Total commercial premiums, Medicare and Medicaid revenues recorded by nationwide business operations on a prepaid basis for the provision of contracted health services.
- E. **Missouri % of “D”** - Reported Missouri premium related revenues relative to reported total nationwide premium related revenues.
- F. **Change in Premium Reserves**
- G. **Total Fee-For-Service & Risk Revenue** – Fee-For-Service Revenue is revenue from the provision of health services to non-HMO members and to members for health services not covered by their benefit plan. Risk Revenue is revenue from investment, deposit, and reserve accounts.
- H. **Total Aggregate Write-ins for Other Revenues** – Miscellaneous revenues not allocated to any other area of the Statement of Revenues, Expenses and Net Worth.
- I. **Other Healthcare Revenue (D+F+G+H)** - Total Premium Related Revenue + Change in Premium Reserves + Fee-for-Services & Risk Revenues + Aggregate Write-ins for Other Revenues.

2003 Nationwide Operations

Revenues by Category

Health Maintenance Organizations Licensed & Active in Missouri in 2003	A	B	C	D	E	F	G	H	I
	Total Commercial Premiums	Total Medicare Premiums	Total Medicaid Premiums	Total Premium Related Rev. (A+B+C)	MO %	Change in Premium Reserves	Total Fee-for-Service & Risk Revenue	Total Aggregate Write-Ins	Other Healthcare Revenue (D+F+G+H)
AET Health Care Plan, Inc.	\$250,210	\$570,252	\$0	\$820,462	6.8%	\$0	\$0	\$0	\$820,462
Aetna Health, Inc.	\$66,053,351	\$0	\$0	\$66,053,351	59.4%	\$0	\$0	\$0	\$66,053,351
Alliance for Community Health LLC, dba Community Care Plus	\$0	\$0	\$76,528,138	\$76,528,138	100.0%	\$0	\$0	\$0	\$76,250,629
Blue Cross & Blue Shield of Kansas City	\$619,319,117	\$34,630,779	\$64,711,705	\$718,661,601	21.1%	(\$835,332)	\$0	\$0	\$729,205,486
Children's Mercy's Family Health Partners, Inc.	\$0	\$0	\$87,389,399	\$87,389,399	100.0%	\$0	\$0	\$191,668	\$87,333,142
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	\$19,075,683	\$0	\$0	\$19,075,683	65.1%	\$0	\$0	\$0	\$18,836,923
CIGNA Healthcare of St. Louis, Inc.	\$28,337,533	\$0	\$0	\$28,337,533	89.0%	\$0	\$0	\$0	\$28,068,399
Community Health Plan	\$56,894,561	\$0	\$0	\$56,894,561	97.2%	\$0	\$0	\$2,629,515	\$58,971,002
Coventry Health Care of Kansas, Inc.	\$403,341,999	\$104,331,880	\$0	\$507,673,879	51.1%	\$0	\$0	\$1,279,056	\$508,952,935
Cox Health Systems HMO, Inc.	\$48,310,147	\$0	\$0	\$48,310,147	100.0%	\$0	\$0	\$839,998	\$48,838,791
FirstGuard Health Plan, Inc.	\$6,157,712	\$0	\$81,549,615	\$87,707,327	99.0%	\$0	\$0	\$11,136,927	\$97,775,967
Good Health HMO, Inc. dba Blue Care, Inc.	\$160,830,913	\$0	\$0	\$160,830,913	68.2%	\$0	\$0	\$0	\$160,757,342
Great-West Healthcare of Kansas/Missouri, Inc.	\$3,637,159	\$0	\$0	\$3,637,159	100.0%	\$0	\$0	\$0	\$3,637,159
Group Health Plan, Inc.	\$429,082,465	\$121,046,630	\$0	\$550,129,095	84.6%	\$0	\$0	\$0	\$541,151,425
Healthcare USA of Missouri, LLC	\$0	\$0	\$327,367,700	\$327,367,700	100.0%	\$0	\$0	\$80,050	\$327,367,699
HMO Missouri, Inc. dba Blue Choice	\$257,834,352	\$0	\$0	\$257,834,352	100.0%	(\$16,581)	\$0	\$0	\$251,597,063
Humana Health Plan, Inc.	\$1,597,996,195	\$572,721,861	\$24,932,743	\$2,195,650,799	8.0%	\$0	\$0	\$0	\$2,170,578,509
The Medical Center Health Plan	\$0	\$0	(\$100,000)	(\$100,000)	100.0%	\$0	\$0	\$0	(\$100,000)
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$358,044,637	\$173,853,106	\$65,703,814	\$597,601,557	91.6%	\$0	\$0	\$553,234	\$596,880,208
Missouri Care, LC	\$0	\$0	\$65,922,769	\$65,922,769	100.0%	\$0	\$0	\$0	\$64,942,382
United Healthcare of the Midwest, Inc.	\$490,155,172	\$378,662,340	\$0	\$868,817,512	83.0%	(\$5,753)	\$0	\$39,804,852	\$866,542,605
All HMOs Listed Above	\$4,545,321,206	\$1,385,816,848	\$794,005,883	\$6,725,143,937	52.3%	(\$857,666)	\$0	\$56,515,300	\$6,704,461,479
♦HMOs with MO% of Business > 60% (16 HMOs)	\$1,858,360,334	\$673,562,076	\$704,361,435	\$3,236,283,845	89.3%	(\$22,334)	\$0	\$55,236,244	\$3,511,888,563

Percent Missouri Business is based on premium earned information from the 2003 Annual Statement Premiums, Enrollment and Utilization Table for Missouri (page 35.MC)

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Liquidity Indicators

Liquidity indicators are used to measure the HMO's ability to maintain adequate cash balances to meet short-term obligations. Please note: the value shown for "All HMOs listed above" is not an average of the column, but is a calculation based on industry totals.

- A. Months in Operation (in Missouri)** – reflects the months in operation since the issuance of the Certificate of Authority to do business in the State of Missouri.
- B. Current Ratio** – reflects the plan's ability to meet short-term obligations with short-term assets. If current assets aren't high enough, an organization is forced to use long-term assets, such as investments, to meet short-term debt, such as claims payable.
- C. Prior Year Current Ratio**

D. % Change in Current Ratio (2002-2003) = $\frac{(2003 \text{ Current Ratio} - 2002 \text{ Current Ratio})}{2002 \text{ Current Ratio}}$

E. Days Cash on Hand = $\frac{\text{Total Cash + Short Term Investments}}{\text{Total Medical & Hospital Expenses per day}^*}$

* Total Medical & Hospital Expenses per day – Expenses divided by the number of days in operation during 2003, i.e. 365 days.

The number of days the HMO could cover operating expenses with the current amount of available cash.

- F. Total Unpaid Claims / Total Revenue** – Total unpaid claims as a percentage of total revenue offers an early signal of potential claim management problems in an HMO. An increasing claims-to-revenue ratio and a decreasing cash-to-claims-and-payables ratio indicates financial difficulties.

G. % Change in "F" (2002-2003) =

$$\frac{2003 \text{ Total Unpaid Claims to Total Revenue} - 2002 \text{ Total Unpaid Claims to Total Revenue}}{2002 \text{ Total Unpaid Claims to Total Revenue}}$$

2003 Nationwide Operations

Liquidity Indicators

A Health Maintenance Organizations Licensed & Active in Missouri in 2003	B Months in Operation at Year End	C Current Ratio	D 2002 Current Ratio	E % Change in Current Ratio (2002-2003)	F Days Cash on Hand	G Total Unpaid Claims / Total Revenue	H % Change in "F" (2002-2003)
AET Health Care Plan, Inc.	150.0	13.5%	66.3%	-79.6%	-97.4	160.1%	402.0%
Aetna Health, Inc.	64.6	105.8%	214.6%	-50.7%	62.9	10.4%	-2.6%
Alliance for Community Health LLC, dba Community Care Plus	88.5	193.1%	203.0%	-4.9%	111.9	14.4%	-5.3%
Blue Cross & Blue Shield of Kansas City	106.6	37.0%	32.2%	15.0%	19.9	12.9%	3.4%
Children's Mercy's Family Health Partners, Inc.	91.8	107.9%	103.2%	4.5%	20.6	12.0%	14.0%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	95.7	62.0%	77.3%	-19.7%	131.4	33.3%	85.7%
CIGNA Healthcare of St. Louis, Inc.	123.9	147.6%	84.0%	75.6%	104.1	15.8%	4.0%
Community Health Plan	108.0	99.1%	99.8%	-0.7%	44.0	9.8%	9.3%
Coventry Health Care of Kansas, Inc.	93.1	24.9%	44.0%	-43.3%	9.3	10.7%	-16.0%
Cox Health Systems HMO, Inc.	86.2	100.0%	155.1%	-35.6%	36.0	8.4%	6.4%
FirstGuard Health Plan, Inc.	100.2	91.9%	67.9%	35.3%	33.8	9.6%	-39.3%
Good Health HMO, Inc. dba Blue Care, Inc.	150.0	46.1%	74.1%	-37.8%	11.1	7.3%	-0.3%
Great-West Healthcare of Kansas/Missouri, Inc.	33.0	210.4%	141.9%	48.3%	123.8	11.6%	44.7%
Group Health Plan, Inc.	150.0	32.5%	20.7%	57.0%	12.6	10.1%	-10.6%
Healthcare USA of Missouri, LLC	102.6	100.9%	144.7%	-30.3%	1.8	9.2%	12.1%
HMO Missouri, Inc. dba Blue Choice	150.0	47.7%	113.5%	-57.9%	4.1	9.4%	-15.2%
Humana Health Plan, Inc.	150.0	57.4%	56.8%	1.1%	23.8	7.1%	-3.1%
The Medical Center Health Plan	70.3	203.3%	129.2%	57.4%	-937.0	-36.1%	-355.2%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	93.6	96.8%	130.3%	-25.7%	33.1	7.7%	-12.8%
Missouri Care, LC	73.8	117.3%	176.5%	-33.5%	47.2	10.7%	3.4%
United Healthcare of the Midwest, Inc.	87.0	50.9%	31.0%	64.3%	26.1	8.6%	-17.8%
All HMOs Listed Above	2,169	54.5%	56.4%	-3.4%	23.8	9.1%	-8.8%
♦HMOs with MO% of Business > 60% (16 HMOs)	1,605	67.9%	67.4%	0.9%	26.0	9.3%	-11.1%

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Efficiency Indicators

Efficiency is the ability of an organization to act or produce effectively with a minimum of waste, expense or unnecessary effort. Efficiency indicators show the effectiveness of premium collection, claim payment processes and the organization's ability to generate equity on the balance sheet or surplus on the income statement. Please note: the value shown for "All HMOs listed above" is not an average of the column, but is a calculation based on industry totals.

- A. Net Income = Total Revenue (before premiums ceded for reinsurance) less Total Expenses**
adjusted for Federal income taxes and extraordinary items.
 - 1. **Total Revenue** is expressed before reinsurance premiums ceded for purposes of comparability with 2002.
 - 2. **Extraordinary Items** – nonrecurring gains or losses that are unrelated to or only incidentally related to the ordinary activities of the entity.
- B. % Change in Net Income = (2003 Net Income – 2002 Net Income) / absolute value of 2002 Net Income**
- C. Total Liabilities, Capital & Surplus** – Includes: Liabilities plus Capital & Surplus.
- D. % Change in Total Liabilities, Capital & Surplus =**
$$\frac{(2003 \text{ Total Liabilities, Capital & Surplus} - 2002 \text{ Total Liabilities, Capital & Surplus})}{\text{absolute value of 2002 Total Liabilities, Capital & Surplus}}$$

- E. Days in Receivables = Total Premiums Receivable / Total Premium Related Revenue per day***

Indicates the number of days of premium revenue that a health plan has due from its members. This ratio tracks how quickly premiums are collected.

- F. Days in Unpaid Claims = Unpaid Claims / Average Daily Medical & Hospital Expenses**

The indicator presented here is a standard business indicator used to measure the amount of time (in days) it would take a company to pay off outstanding dollar amounts, measured in reference to the average dollar amount per day the company has paid out historically over the last year. It's based on the dollar amount of outstanding claims regardless of the number or age of the outstanding claims. It is in no way intended, and should not be interpreted as, a means to monitor compliance with Missouri law requiring payment of each claim within a specified time frame. A value that appears exceptionally high indicates outstanding costs in excess of average historic costs. It does **not** indicate outstanding costs of any particular age.

* **Revenues or Expenses per day** – revenue or expenses divided by the number of days in operation during 2003, i.e. 365 days.

2003 Nationwide Operations

Efficiency Indicators

Health Maintenance Organizations Licensed & Active in Missouri in 2003	A Net Income	B % Change in Net Income (2002-2003)	C Total Liabilities, Capital and Surplus	D % Change in "C" (2002-2003)	E Days in Receivables	F Days in Unpaid Claims
AET Health Care Plan, Inc.	\$16,288,663	-38.0%	\$29,489,388	-70.3%	0.0	-111.2
Aetna Health, Inc.	\$4,886,097	227.1%	\$21,534,018	-20.2%	2.0	50.8
Alliance for Community Health LLC, dba Community Care Plus	\$3,942,900	4.3%	\$26,813,111	27.2%	37.2	65.2
Blue Cross & Blue Shield of Kansas City	\$53,026,784	312.2%	\$512,777,282	29.0%	26.8	59.5
Children's Mercy's Family Health Partners, Inc.	\$812,564	298.2%	\$14,906,377	8.4%	33.6	47.2
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	(\$67,397)	96.8%	\$18,616,829	13.5%	21.7	115.1
CIGNA Healthcare of St. Louis, Inc.	\$3,317,524	81.6%	\$13,690,112	22.0%	20.6	76.8
Community Health Plan	\$1,033,398	237.2%	\$10,424,387	21.8%	13.1	44.7
Coventry Health Care of Kansas, Inc.	\$33,740,773	465.4%	\$162,093,458	1.1%	5.3	49.9
Cox Health Systems HMO, Inc.	(\$705,685)	61.9%	\$13,490,404	114.2%	0.6	33.6
FirstGuard Health Plan, Inc.	\$9,124,452	171.7%	\$31,204,975	3.1%	29.8	49.4
Good Health HMO, Inc. dba Blue Care, Inc.	\$4,725,143	-28.7%	\$40,896,200	14.1%	2.4	31.6
Great-West Healthcare of Kansas/Missouri, Inc.	\$38,438	-94.9%	\$4,298,043	3.8%	0.0	48.1
Group Health Plan, Inc.	\$41,715,218	21.2%	\$171,351,984	10.0%	8.8	46.6
Healthcare USA of Missouri, LLC	\$10,132,066	-10.5%	\$63,170,691	20.1%	34.2	39.3
HMO Missouri, Inc. dba Blue Choice	\$14,964,235	32.1%	\$90,486,004	6.2%	30.3	43.9
Humana Health Plan, Inc.	\$36,724,284	2360.2%	\$486,525,355	12.6%	6.1	30.5
The Medical Center Health Plan	\$962,395	273.1%	\$8,840,205	-54.8%	0.0	-3.9
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	\$26,191,186	698.7%	\$119,741,911	37.1%	12.7	31.6
Missouri Care, LC	\$250,843	3.1%	\$14,024,941	44.6%	39.2	46.7
United Healthcare of the Midwest, Inc.	\$46,667,928	-4.0%	\$305,550,762	-13.6%	4.5	39.9
All HMOs Listed Above	\$307,771,809	105.7%	\$2,159,926,437	6.5%	12.6	40.4
♦HMOs with MO% of Business > 60% (16 HMOs)	\$163,105,208	36.1%	\$947,506,936	4.0%	15.1	41.2

*Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

Performance Indicators

Performance is the ability of an organization to assume responsibilities and meet obligations through operations. Performance indicators note the experience of an HMO in attaining commonly accepted standards of operation in regards to finances, enrollment and utilization. The most often cited indicator of an HMO's performance is the percentage of total premiums and related revenues that cover total medical and hospital expenses. This percentage is called the medical loss ratio (MLR). As presented below, the plan-wide MLR is defined as total medical and hospital expenses divided by total earned premium-related revenues (including Medicare and Medicaid revenue) plus fee-for-service (FFS) revenue. Therefore, the plan-wide MLR includes an HMO's experience in all states in which the HMO was active during 2003.

A. 2003 Missouri Medical Loss Ratio (MMLR) =

$$\frac{\text{Total Missouri Benefits Incurred}}{\text{Total Earned Missouri Premium Related Revenue}^*}$$

*Data on premiums ceded for reinsurance is not available at the state level.

B. % Change in "A" (2002-2003) = $(2003 \text{ MMLR} - 2002 \text{ MMLR}) / 2002 \text{ Missouri MMLR}$

★Please note that the change indicated is an actual numerical change, versus a true percentage change.

C. 2003 Plan Wide Medical Loss Ratio (MLR) =

$$\frac{\text{Total Medical & Hospital Expenses}}{(\text{Total Earned Premium Related Revenue}^* + \text{Fee-for-Service Revenue})}$$

*net of premiums ceded for reinsurance

D. % Change in "C" (2002-2003) =

$$\frac{(2003 \text{ Plan Wide MLR} - 2002 \text{ Plan Wide MLR})}{2002 \text{ Plan Wide MLR}}$$

★Please note that the change indicated is an actual numerical change, versus a true percentage change.

Premium Revenue and Medical Expenses Per Member Per Month - Alternatively, premium revenue and medical expenses can be expressed as amounts per member per month (PMPM). Measuring medical expenses on a PMPM basis is important when comparing expense patterns to budgeted values or to prior-period values. However, these values are highly dependent upon the enrollment size, model type of the HMO and length of time in operation.

E. Total Plan Wide Member Months - A member month is equivalent to one member from whom the HMO has recognized prepaid premium revenue for one month.

F. Premium Related + FFS Revenues PMPM =

$$\frac{(\text{Total Earned Premium Related}^* + \text{Fee-for-Service Revenues})}{\text{Total Plan Wide Member Months}}$$

*net of reinsurance premiums ceded

G. Medical & Hospital Expense PMPM =

$$\frac{\text{Total Medical & Hospital Expense}}{\text{Total Plan Wide Member Months}}$$

2003 Nationwide Operations

Performance Indicators

A Health Maintenance Organizations Licensed & Active in Missouri in 2003	B★ 2003 Missouri Medical Loss Ratio	C % Change in "A" (2002-2003)	C 2003 Plan Wide Medical Loss Ratio	D★ % Change in "C" (2002-2003)	E Total Plan Wide Member Months	F Premium Related + FFS Revenues PMPM	G Medical & Hospital Expense PMPM
AET Health Care Plan, Inc.	-411.7%	1256.1%	-581.7%	-869.8%	0	N/A	N/A
Aetna Health, Inc.	73.9%	-13.6%	74.6%	-11.9%	314,851	\$209.79	\$156.66
Alliance for Community Health LLC, dba Community Care Plus	80.9%	-8.3%	80.8%	1.9%	537,630	\$144.10	\$116.43
Blue Cross & Blue Shield of Kansas City	84.7%	7.5%	78.7%	3.8%	4,385,823	\$166.45	\$131.85
Children's Mercy's Family Health Partners, Inc.	92.3%	2.3%	91.0%	-0.6%	578,107	\$150.74	\$139.49
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	111.3%	7.9%	105.6%	12.5%	86,743	\$217.16	\$229.28
CIGNA Healthcare of St. Louis, Inc.	77.4%	-9.4%	75.3%	-11.2%	97,867	\$286.80	\$216.08
Community Health Plan	84.1%	-1.8%	79.9%	-4.5%	234,229	\$240.54	\$201.28
Coventry Health Care of Kansas, Inc.	75.7%	-17.2%	78.2%	-14.6%	2,167,232	\$234.25	\$184.33
Cox Health Systems HMO, Inc.	92.1%	0.6%	91.2%	-0.9%	199,387	\$240.95	\$223.52
FirstGuard Health Plan, Inc.	81.3%	-8.9%	69.5%	-12.4%	528,682	\$163.88	\$130.97
Good Health HMO, Inc. dba Blue Care, Inc.	84.3%	1.9%	84.4%	2.8%	668,832	\$240.36	\$202.74
Great-West Healthcare of Kansas/Missouri, Inc.	87.9%	42.4%	87.9%	42.4%	16,247	\$219.32	\$192.84
Group Health Plan, Inc.	78.4%	-1.4%	79.1%	-0.3%	2,271,031	\$238.28	\$188.38
Healthcare USA of Missouri, LLC	87.0%	1.5%	85.8%	1.6%	2,230,335	\$147.38	\$126.41
HMO Missouri, Inc. dba Blue Choice	79.4%	0.9%	78.3%	-1.1%	1,226,976	\$205.07	\$160.55
Humana Health Plan, Inc.	80.9%	-4.8%	84.8%	-0.7%	8,790,584	\$246.92	\$209.67
The Medical Center Health Plan	3331.7%	3721.1%	3331.7%	3753.4%	0	N/A	N/A
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	89.3%	-5.4%	89.1%	-3.7%	2,509,344	\$237.64	\$211.63
Missouri Care, LC	82.7%	-5.7%	83.3%	-5.2%	381,048	\$170.27	\$141.88
United Healthcare of the Midwest, Inc.	105.3%	32.2%	78.5%	-2.0%	3,722,548	\$222.09	\$182.74
All HMOs Listed Above	87.7%	3.9%	82.1%	-2.2%	30,947,496	\$214.96	\$178.36
♦HMOs with MO% of Business > 60% (16 HMOs)	89.5%	6.8%	82.0%	-1.3%	15,289,006	\$207.82	\$173.57

♦Excludes AET Health Care Plan, Inc., Aetna Health, Inc., Blue Cross & Blue Shield of Kansas City, Coventry Health Care of Kansas, Humana Health Plan.

★Please note that the change indicated is an actual numerical change, versus a true percentage change.

Health Maintenance Organization

PROFILES

For all companies, the following items were submitted to the Missouri Department of Insurance (MDI) as part of the 2003 annual financial statement (unless otherwise noted):

- contact information
- historical information
- domicile
- tax status information
- names of officers and directors
- financial information

Please note that some historical financial information has been updated, as a result of revisions received after publication of last year's report.

Enrollment data for all companies was submitted to MDI as part of the 2003 Annual Managed Care Supplement Report except plan wide enrollment. Plan wide enrollment is taken from the HMOs' annual financial statement. The annual financial statements are prepared using incurred but not reported (IBNR) projections, while the managed care supplemental filing is prepared using actual claims-based data. Therefore some variances may occur.

Cost and utilization data are depicted in the form of bar charts to protect proprietary information. These charts have been added to reflect the company's average utilization and costs in comparison to statewide product averages.

Please note the special circumstances for the following companies:

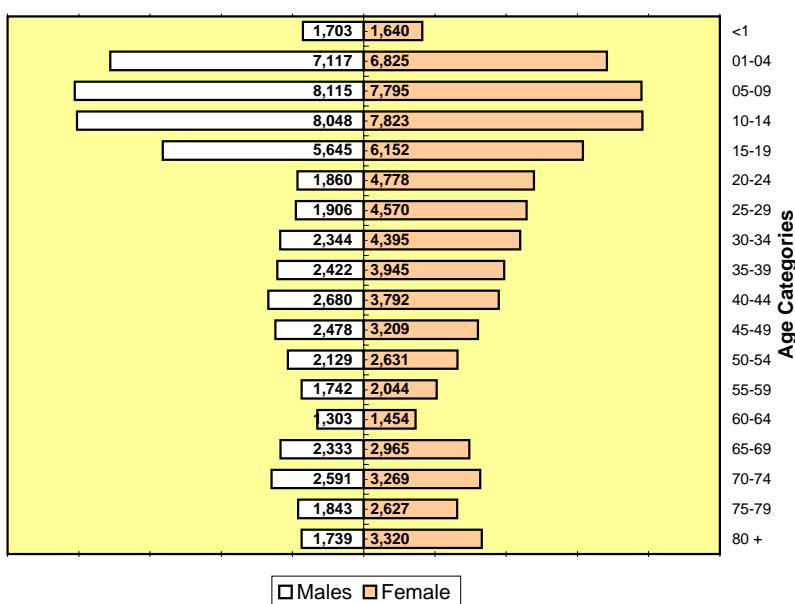
- **Aetna Healthcare Plan (page 56):** Prudential Health Care Plan entered into a transfer and assumptive agreement with Aetna Healthcare Plan as of January 1, 2004. No enrollment or utilization in 2003.
- **Blue Cross & Blue Shield of Kansas City (page 64):** This company is operated under a dual Health Services Corporation and Health Maintenance Organization license, per §354.475 RSMo. MDI determined in 1999 that this company shall comply with laws governing HMOs in Missouri, including laws requiring HMOs to file data with MDI. Prior to 1999, this company was not required to file data as an HMO.
- **The Medical Center Health Plan (page 129):** No enrollment or utilization in 2003.

TOTALS

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males		Female	
<1	1,703	3%	1,640	2%
01-04	7,117	12%	6,825	9%
05-09	8,115	14%	7,795	11%
10-14	8,048	14%	7,823	11%
15-19	5,645	10%	6,152	8%
20-24	1,860	3%	4,778	7%
25-29	1,906	3%	4,570	6%
30-34	2,344	4%	4,395	6%
35-39	2,422	4%	3,945	5%
40-44	2,680	5%	3,792	5%
45-49	2,478	4%	3,209	4%
50-54	2,129	4%	2,631	4%
55-59	1,742	3%	2,044	3%
60-64	1,303	2%	1,454	2%
65-69	2,333	4%	2,965	4%
70-74	2,591	4%	3,269	4%
75-79	1,843	3%	2,627	4%
80 +	1,739	3%	3,320	5%
Total	57,999	100%	73,234	100%



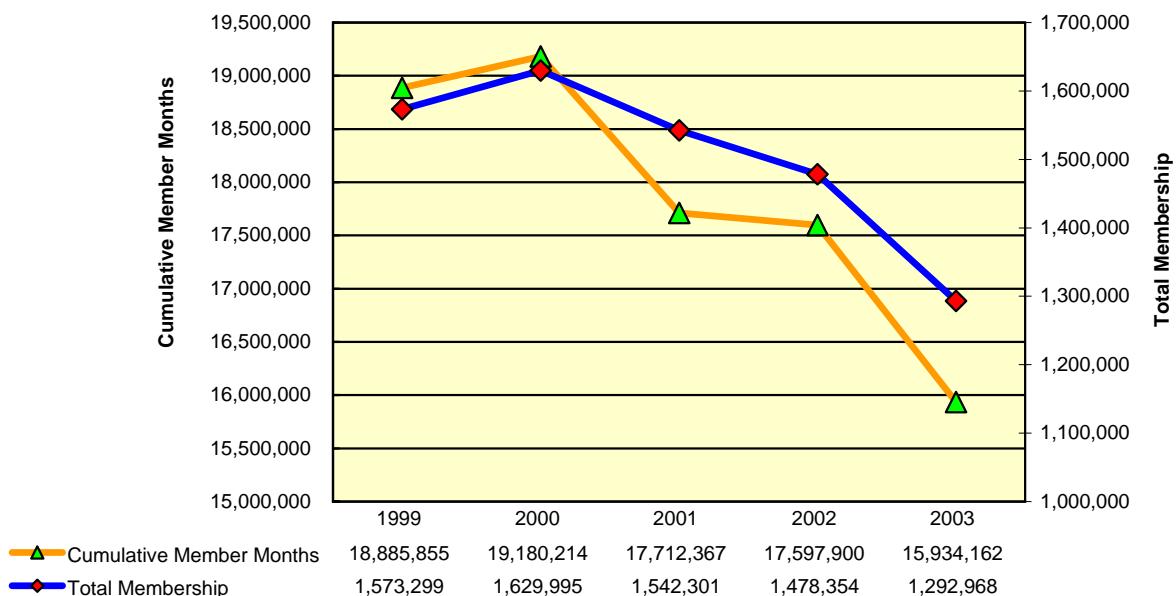
Average Age of Enrollees = 30.7

Missouri Commercial Plans	33.4
Missouri Medicare	73.9
Missouri Medicaid	13.7

Percentage of Female Enrollees = 55.8%

Missouri Commercial Plans	52.5%
Missouri Medicare	58.8%
Missouri Medicaid	57.5%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

AET Health Care Plan, Inc.

Holding Company: Aetna, Inc.

Main Administrative Office

Mailing Address:

2777 Stemmons Freeway
Dallas TX 75207
(214)200-8000

Incorporated: October 15, 1975

Admitted to Missouri: July 1, 1991

Federally Qualified: June 2, 1976

NCQA Accreditation: N/A

State of Domicile: Texas

Tax Status: For Profit

2003 Year-End Officers:

President:

Charles Timothy Brown

Secretary:

William Calvin Baskin III

Chief Financial Officer:

Chief Medical Officer:

Other Officers:

John James Webb

William Ira Kramer

Blake Walker Martin

2003 Year-End Directors:

Randall Lee Stuart

John James Webb

2003 Missouri Enrollment:

Total Missouri member months for the year:

0

Missouri members at the end of the year:

0

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

0

Plan Wide members at the end of the year:

0

Missouri Counties in Service Area:

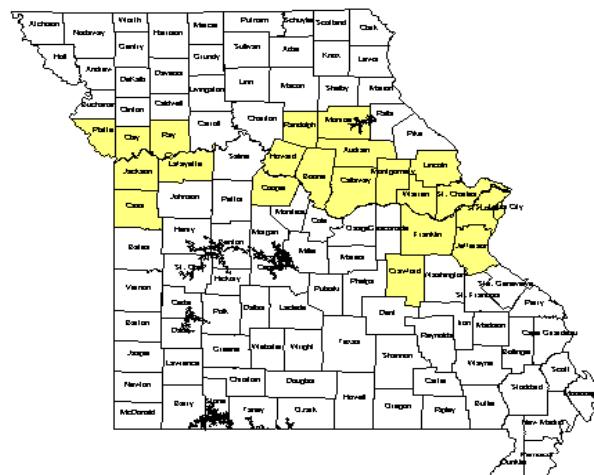
Audrain, Boone, Callaway, Cass, Clay, Cooper, Crawford,
Franklin, Howard, Jackson, Jefferson, Lafayette, Lincoln,
Monroe, Montgomery, Platte, Randolph, Ray, St.Charles,
St.LouisCity, St.Louis, Warren

Kansas Counties in Service Area:

Douglas, Franklin, Johnson, Leavenworth, Miami, Shawnee,
Wyandotte

Illinois Counties in Service Area:

Bond, Calhoun, Clinton, Cook, DuPage, Jersey, Lake,
Macoupin, Madison, Monroe, Montgomery, Perry, Randolph,
St.Clair, Washington



AET Health Care Plan, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$897,523,515	\$588,370,488	\$395,810,075	\$99,269,646	\$29,489,388
Liabilities	\$660,094,672	\$415,077,517	\$181,089,625	\$18,668,102	\$9,944,104
Total Liabilities, Capital & Surplus	\$237,428,843	\$173,292,971	\$395,810,075	\$99,269,646	\$29,489,388

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$3,763,019,972	\$2,866,560,729	\$986,495,867	\$32,104,887	\$820,462
Other Healthcare Revenue	\$3,798,413,963	\$2,894,171,993	\$986,726,678	\$32,104,887	\$820,462
Medical & Hospital Expenses	\$3,512,810,552	\$2,700,236,313	\$939,400,098	\$31,389,620	(\$4,312,290)
Administration Expenses	\$587,024,327	\$386,995,058	\$108,801,407	(\$3,695,057)	(\$1,040,383)
Income (Loss) Before Taxes	(\$301,420,916)	(\$193,059,378)	(\$31,959,095)	\$25,128,496	\$14,574,499

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	83.6%	73.6%	50.8%	66.3%	13.5%
Medical & Hospital Exp. /Net Premium Income	93.4%	94.2%	95.2%	97.8%	-525.6%
Administration Expenses/Total Revenue	15.5%	13.4%	11.0%	-11.5%	-126.8%

Unpaid Claims Analysis

	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$350,530,955	\$385,891,809	\$347,108,589	\$126,708,185	\$6,433,376
Estimated Liability of Unpaid Claims Previous Year	\$375,478,849	\$419,599,878	\$369,957,538	\$128,829,199	\$10,745,666

Aetna Health, Inc.

Holding Company: Aetna, Inc.

Main Administrative Office

Mailing Address:

Two City Place Drive, Suite 300
St. Louis, MO 63141
(314)567-6660

Incorporated: August 30, 1996

Admitted to Missouri: August 13, 1998

URAC Accreditation: Full

NCQA Accreditation: Excellent

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Allan Ira Greenberg

Secretary:

William Calvin Baskin III

Chief Financial Officer:

Joan Barnicle

Chief Medical Officer:

Burton Vanderlaan

Other Officers:

Gregory Stephen Martino

Russell Page Smith

Kevin James Casey

2003 Year-End Directors:

Joan Barnicle

Allan Ira Greenberg

Burton Fred Vanderlaan, MD

2003 Missouri Enrollment:

Total Missouri member months for the year:

168,317

Missouri members at the end of the year:

15,818

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

314,851

Plan Wide members at the end of the year:

26,537

Missouri Counties in Service Area:

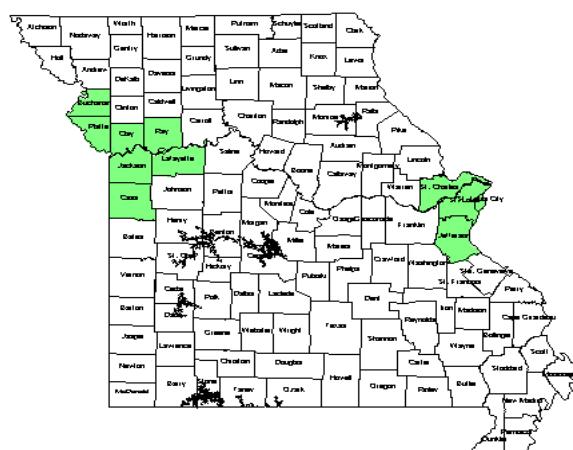
Buchanan, Cass, Clay, Jackson, Jefferson, Lafayette, Platte, Ray, St.Charles, St.Louis, St.LouisCity

Kansas Counties in Service Area:

Atchison, Douglas, Franklin, Johnson, Leavenworth, Miami, Shawnee, Wyandotte

Illinois Counties in Service Area:

none

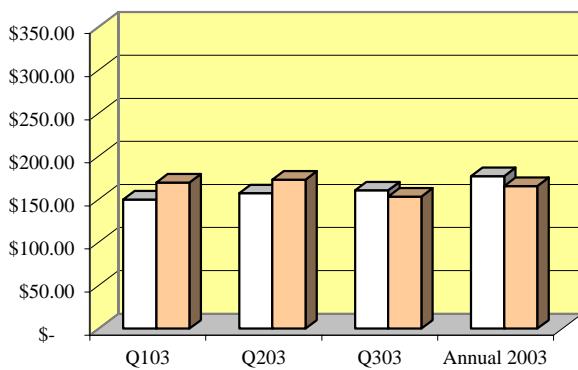


Aetna Health, Inc.

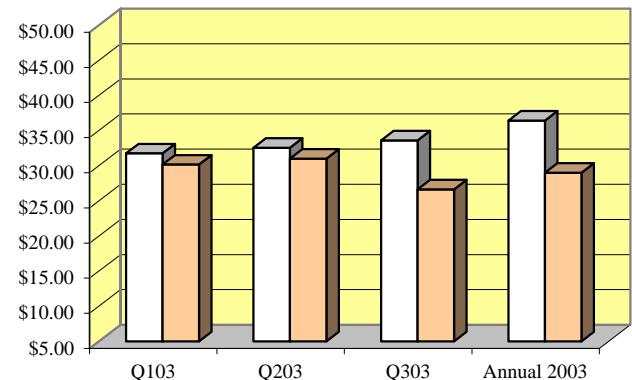
- Commercial Product

Missouri Costs Comparison

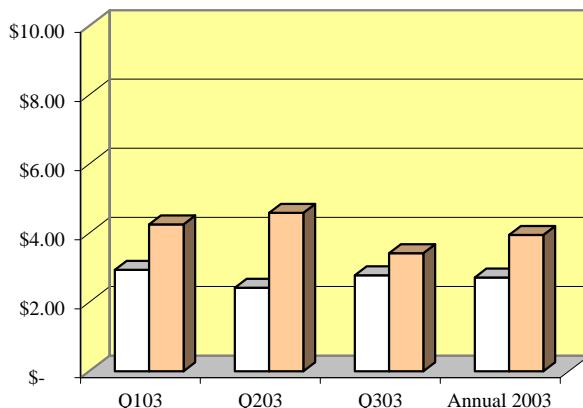
Total Per Member Per Month (PMPM) Costs



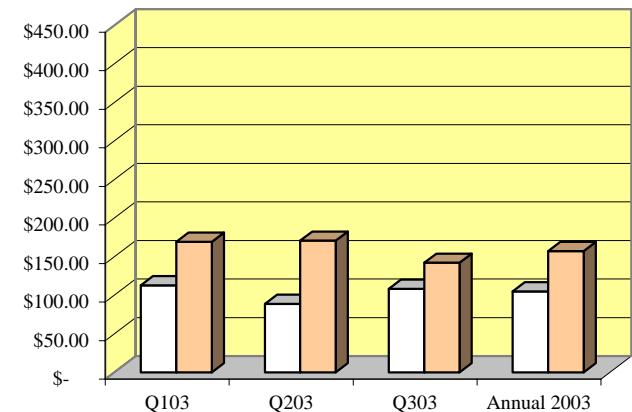
Prescription Drug PMPM Costs



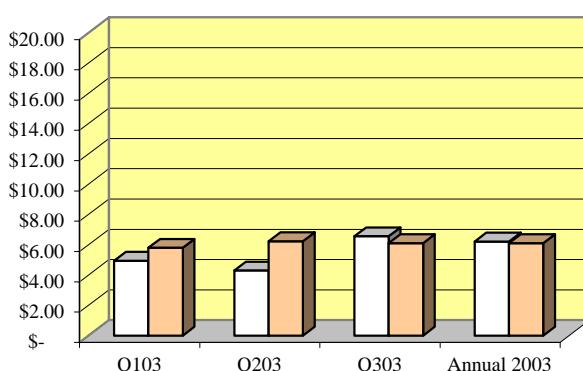
Mental Health PMPM Costs



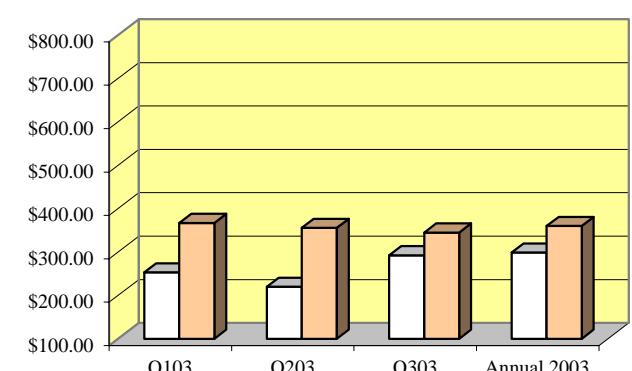
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Aetna Health, Inc.



Commercial Average

Source: 2003 HMO Annual Supplement Report

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$8,155,244	\$21,404,671	\$43,213,378	\$26,994,846	\$21,534,018
Liabilities	\$3,123,692	\$17,761,408	\$28,938,293	\$12,196,237	\$8,381,465
Total Liabilities, Capital & Surplus	\$5,031,552	\$3,643,263	\$43,213,378	\$26,994,846	\$21,534,018

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$12,310,644	\$65,437,018	\$150,574,926	\$89,820,469	\$66,053,351
Other Healthcare Revenue	\$12,651,542	\$66,013,893	\$150,574,926	\$90,306,869	\$66,053,351
Medical & Hospital Expenses	\$12,511,979	\$69,115,710	\$161,376,984	\$76,273,935	\$49,324,860
Administration Expenses	\$1,660,503	\$7,051,895	\$14,714,595	\$9,196,978	\$7,407,398
Income (Loss) Before Taxes	(\$1,520,940)	(\$10,153,712)	(\$24,484,493)	\$2,856,196	\$8,215,267

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	86.5%	84.1%	119.0%	214.6%	105.8%
Medical & Hospital Exp./Net Premium Income	101.6%	105.6%	107.2%	84.9%	74.7%
Administration Expenses/Total Revenue	13.1%	10.7%	9.8%	10.2%	11.2%

Unpaid Claims Analysis

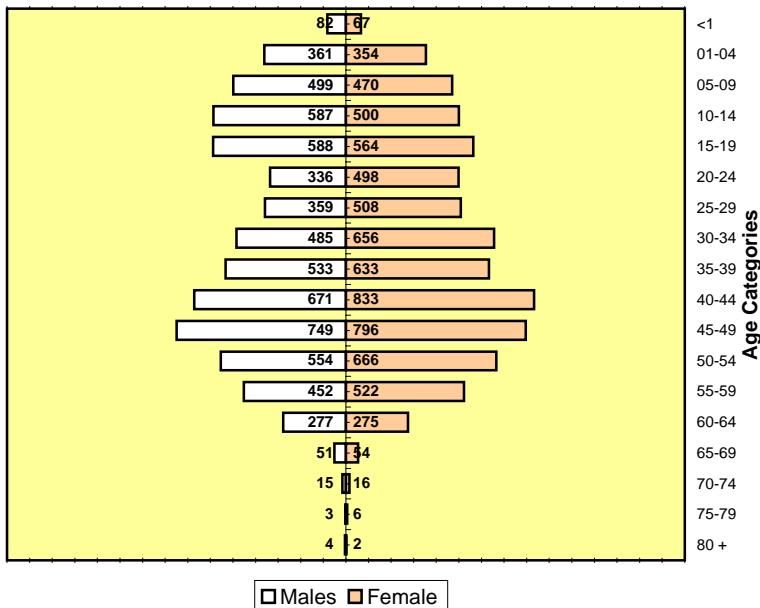
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$124,452	\$2,919,296	\$12,291,968	\$16,464,923	\$7,344,986
Estimated Liability of Unpaid Claims Previous Year	\$238,690	\$2,824,135	\$12,449,765	\$26,232,022	\$10,074,847

Aetna Health, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

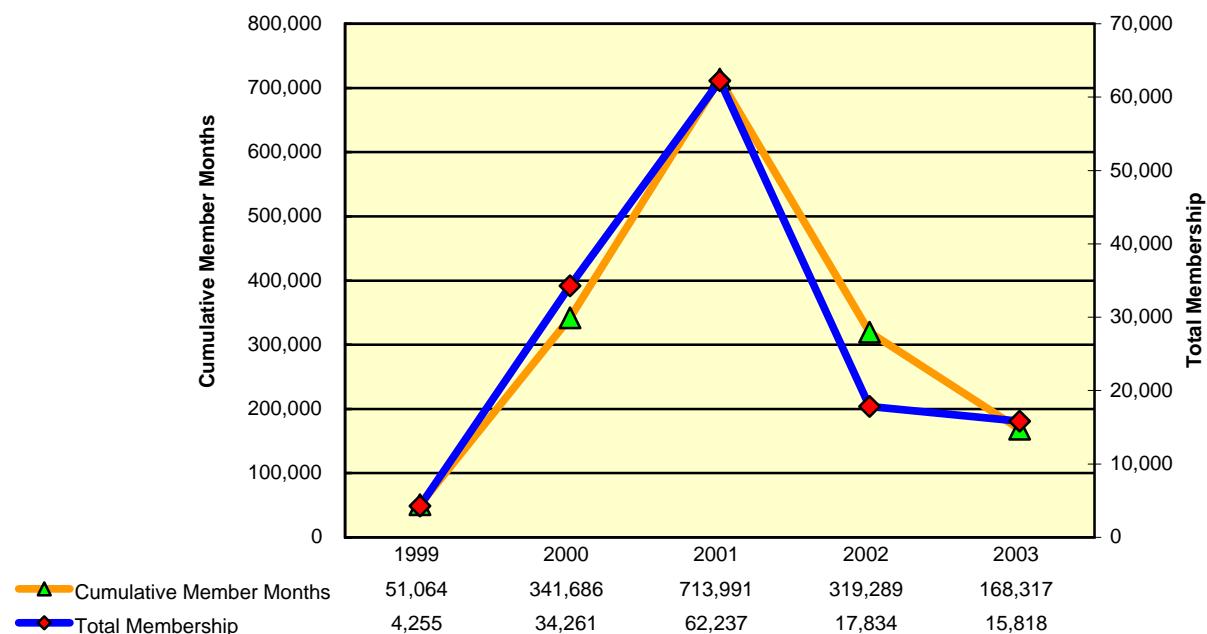
Age	Males	Female
<1	82	1%
01-04	361	5%
05-09	499	8%
10-14	587	9%
15-19	588	9%
20-24	336	5%
25-29	359	5%
30-34	485	7%
35-39	533	8%
40-44	671	10%
45-49	749	11%
50-54	554	8%
55-59	452	7%
60-64	277	4%
65-69	51	1%
70-74	15	0%
75-79	3	0%
80 +	4	0%
Total	6,606	100%
Total	7,420	100%



Average Age of Enrollees = **32.9**
 Missouri Commercial Plans 32.9
 Missouri Medicare n/a
 Missouri Medicaid n/a

Percentage of Female Enrollees = **52.9%**
 Missouri Commercial Plans 52.9%
 Missouri Medicare n/a
 Missouri Medicaid n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Alliance For Community Health, LLC dba Community Care Plus

Holding Company: Tenet Healthcare Corporation/Family Care Health Centers/Myrtle H. Davis Comprehensive Health Centers

Main Administrative Office

Mailing Address:

5615 Pershing Avenue #29
St. Louis, MO 63112
(314)454-0055

Incorporated: August 16,1996

Admitted to Missouri: August 16, 1996

Federally Qualified: August 16, 1996

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Jerry Linder

Secretary:

James Whittico, MD

Chief Financial Officer:

Edward Oswald

Chief Medical Officer:

Rajendra Parikh

Other Officers:

2003 Year-End Directors:

Ina Boon

Dean Hosmer

Archie Griffin

Rod Reasoner

Bruce Eady

Dennis Kruse

2003 Missouri Enrollment:

Total Missouri member months for the year:

537,630

Missouri members at the end of the year:

46,674

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

537,630

Plan Wide members at the end of the year:

46,674

Missouri Counties in Service Area:

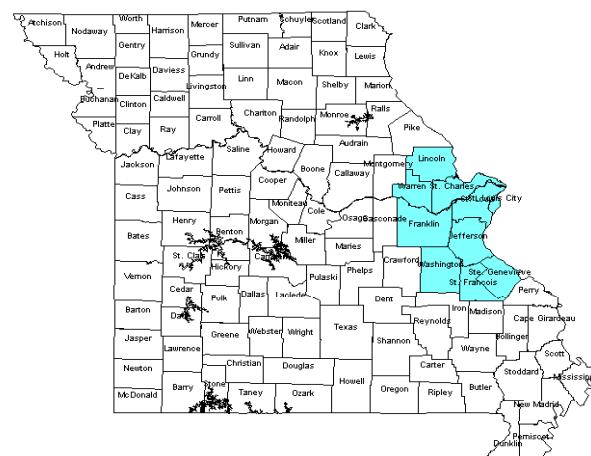
St. Louis City, St.Louis County, Jefferson, St.Charles, Franklin, Lincoln, Washington, Ste.Genevieve, St.Francois, Warren

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

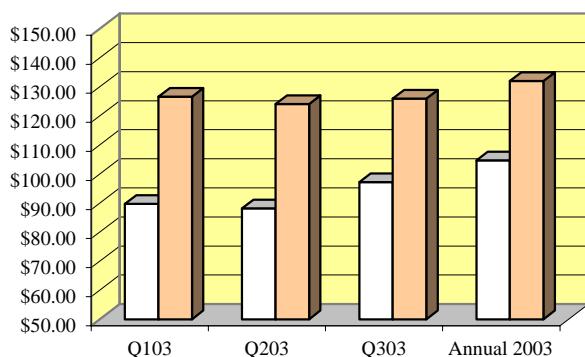
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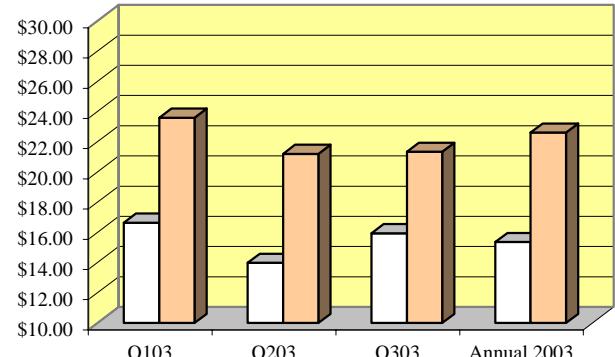
Alliance for Community Health LLC, dba Community Care Plus - Medicaid Product

Missouri Costs Comparison

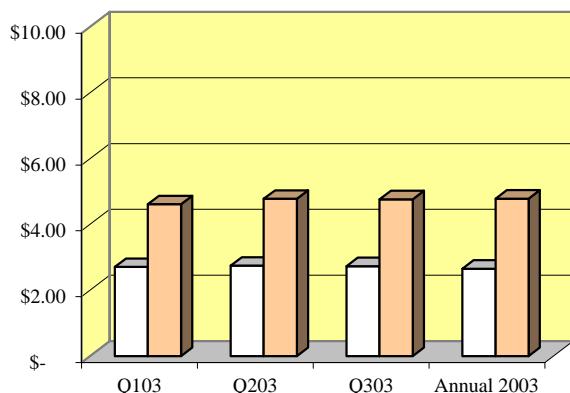
Total Per Member Per Month (PMPM) Costs



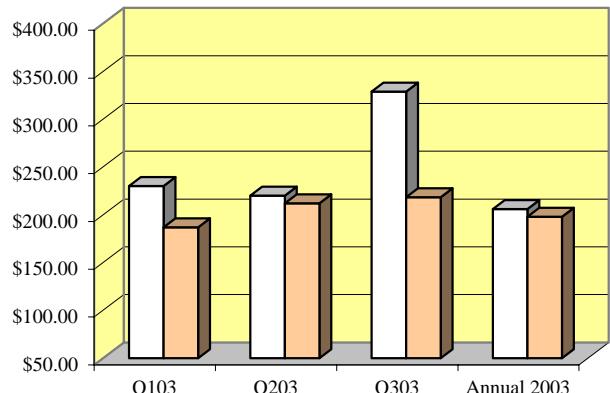
Prescription Drug PMPM Costs



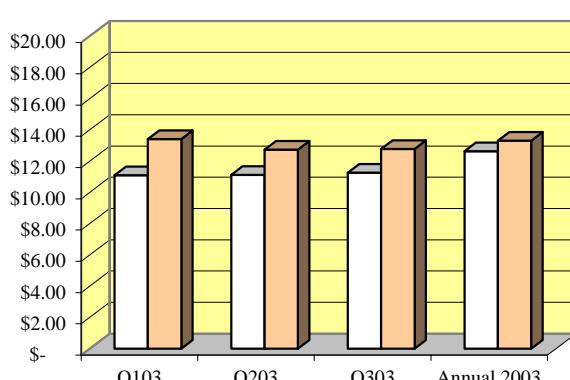
Mental Health PMPM Costs



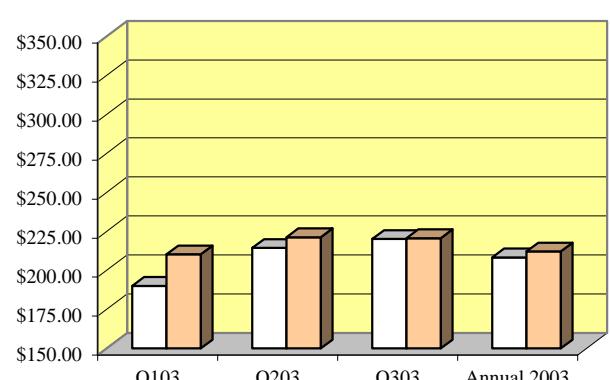
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Alliance for Community Health, Inc. dba Community Care, LLC



Medicaid Average

Source: 2003 HMO Annual Supplement Report

Alliance for Community Health LLC, dba Community Care Plus

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$8,266,529	\$10,937,333	\$18,896,253	\$21,086,320	\$26,813,111
Liabilities	\$6,752,248	\$7,590,035	\$10,965,061	\$10,324,547	\$13,861,240
Total Liabilities, Capital & Surplus	\$1,514,281	\$3,347,298	\$18,896,253	\$21,086,320	\$26,813,111

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$22,203,832	\$25,942,820	\$40,333,109	\$52,576,356	\$76,250,629
Other Healthcare Revenue	\$24,301,295	\$28,710,810	\$45,030,905	\$52,576,356	\$76,250,629
Medical & Hospital Expenses	\$18,868,127	\$21,855,168	\$35,844,649	\$41,679,140	\$61,607,306
Administration Expenses	\$4,860,431	\$5,112,889	\$2,956,333	\$3,262,237	\$4,043,423
Income (Loss) Before Taxes	\$572,737	\$1,742,753	\$4,485,380	\$4,970,777	\$6,633,652

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	114.6%	127.1%	161.0%	203.0%	193.1%
Medical & Hospital Exp. /Net Premium Income	85.0%	84.2%	88.9%	88.5%	80.8%
Administration Expenses/Total Revenue	20.0%	17.8%	6.6%	6.2%	5.3%

Unpaid Claims Analysis

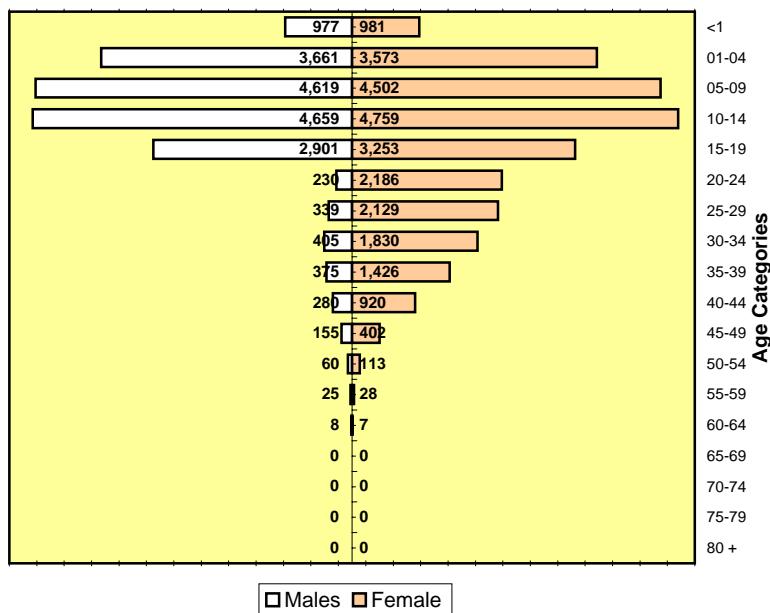
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$5,406,706	\$6,326,536	\$3,084,701	\$3,811,351	\$4,397,385
Estimated Liability of Unpaid Claims Previous Year	\$7,578,042	\$6,326,535	\$7,129,682	\$10,066,214	\$8,013,716

Alliance for Community Health LLC, dba Community Care Plus

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

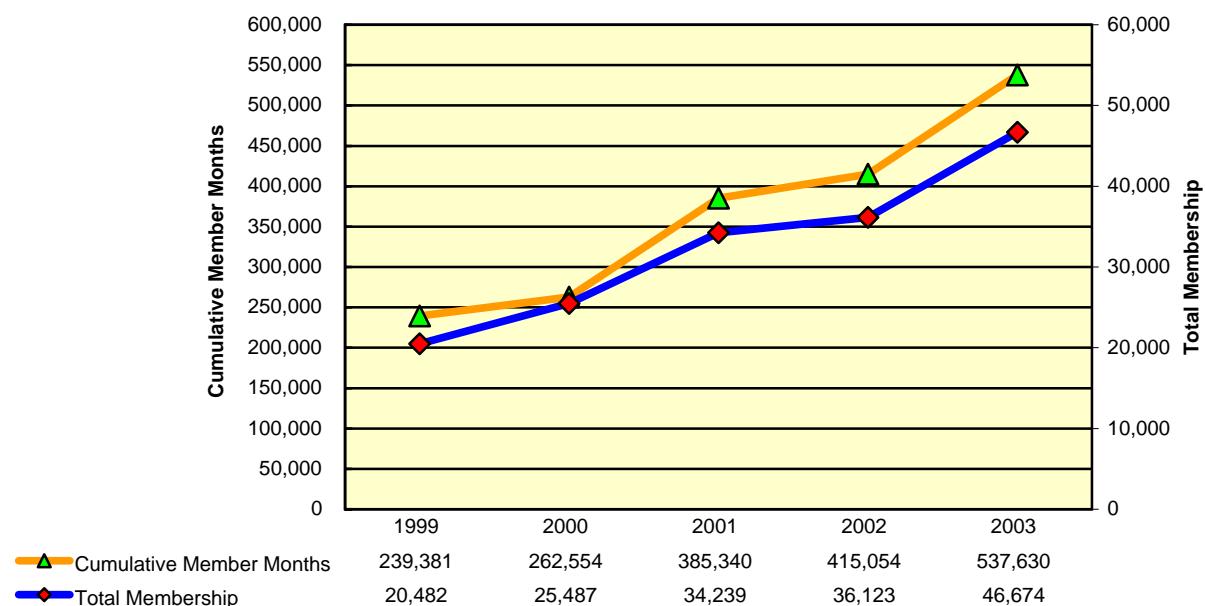
Age	Males	Female	%
<1	977	981	4%
01-04	3,661	3,573	14%
05-09	4,619	4,502	17%
10-14	4,659	4,759	18%
15-19	2,901	3,253	12%
20-24	230	2,186	8%
25-29	339	2,129	8%
30-34	405	1,830	7%
35-39	375	1,426	5%
40-44	280	920	4%
45-49	155	402	2%
50-54	60	113	0%
55-59	25	28	0%
60-64	8	7	0%
65-69	0	0	0%
70-74	0	0	0%
75-79	0	0	0%
80 +	0	0	0%
Total	18,694	26,109	100%



Average Age of Enrollees = 14.4
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 14.4

Percentage of Female Enrollees = 58.3%
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 58.3%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Blue Cross & Blue Shield of Kansas City

Holding Company: Blue Cross & Blue Shield of Kansas City

Main Administrative Office

Mailing Address:

2301 Main Street
Kansas City MO 64108-2428
(816)395-2222

Incorporated: May 17, 1982

Admitted to Missouri: February 10, 1995

URAC Accreditation: Full

NCQA Accreditation: Excellent

State of Domicile: Missouri

Tax Status: Not For Profit

2003 Year-End Officers:

President:

Tom Ellis Bowser

Secretary:

Anita Gorman

Chief Financial Officer:

Marilyn Romans

Chief Medical Officer:

Frank DiTirro

Other Officers:

John Willard Kennedy

Frank Jerauld DiTirro

Roger Lee Foreman

2003 Year-End Directors:

David Richard Bywaters

Melvin Louis Glazer

Anita Belle Gorman

Karon Elaine Harris-Hicks

Furman Merell Joye

Janice Christie Kreamer

2003 Missouri Enrollment:

Total Missouri member months for the year:

805,593

Missouri members at the end of the year:

71,678

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

4,385,823

Plan Wide members at the end of the year:

375,663

Missouri Counties in Service Area:

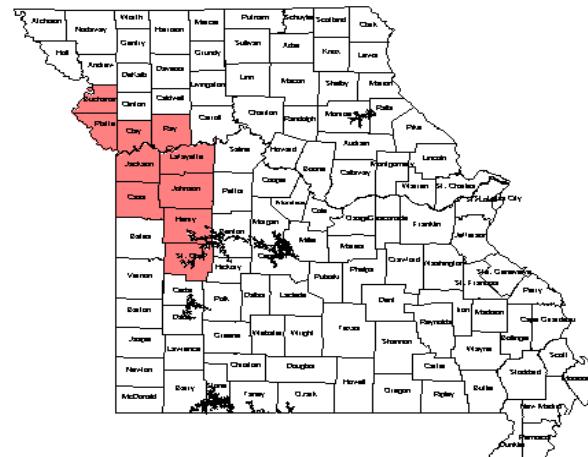
Buchanan, Cass, Clay, Henry, Jackson, Johnson, Lafayette,
Platte, Ray, St. Clair

Kansas Counties in Service Area:

Johnson, Wyandotte

Illinois Counties in Service Area:

none

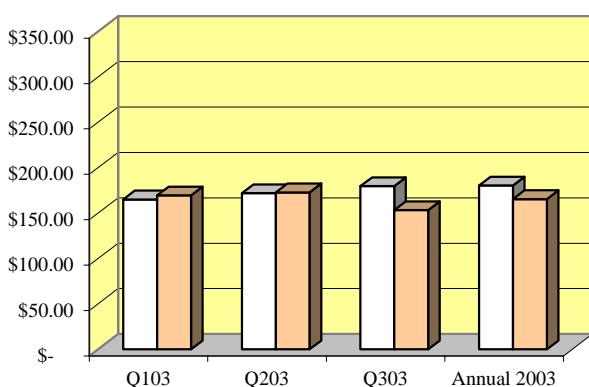


Blue Cross & Blue Shield of Kansas City

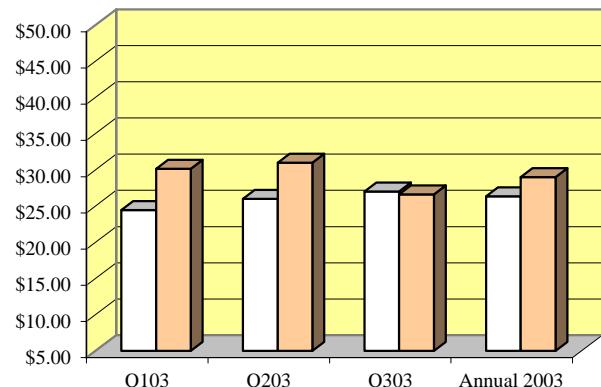
- Commercial Product

Missouri Costs Comparison

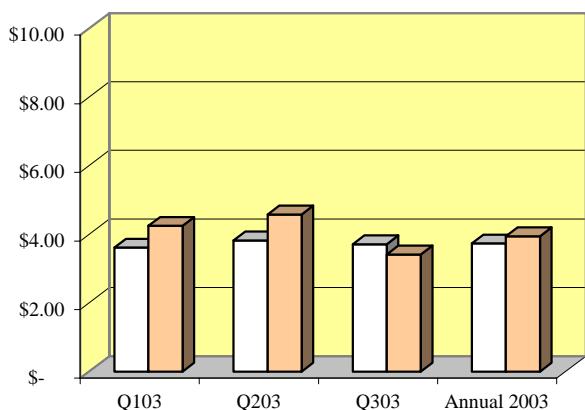
Total Per Member Per Month (PMPM) Costs



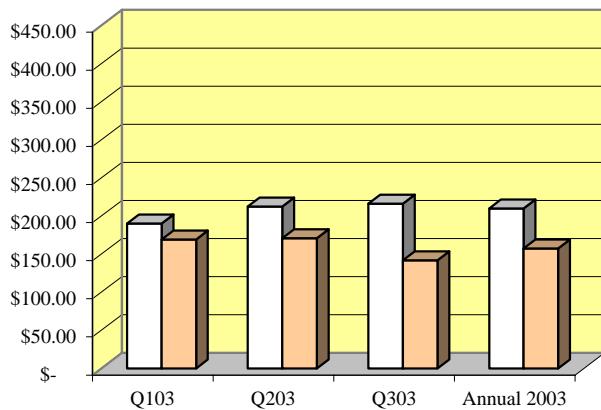
Prescription Drug PMPM Costs



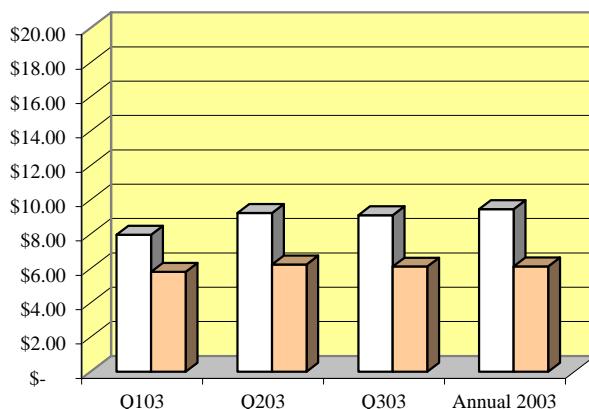
Mental Health PMPM Costs



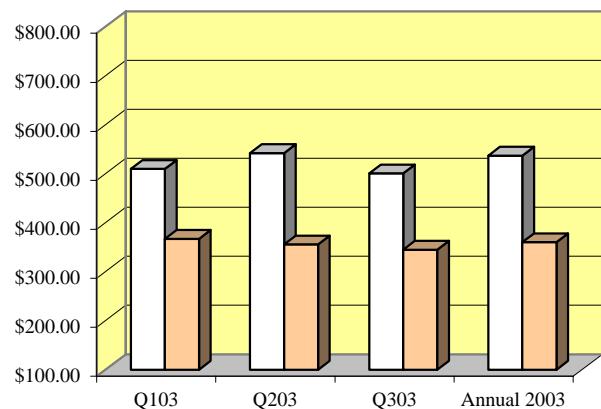
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Blue Cross & Blue Shield of Kansas City



Commercial Average

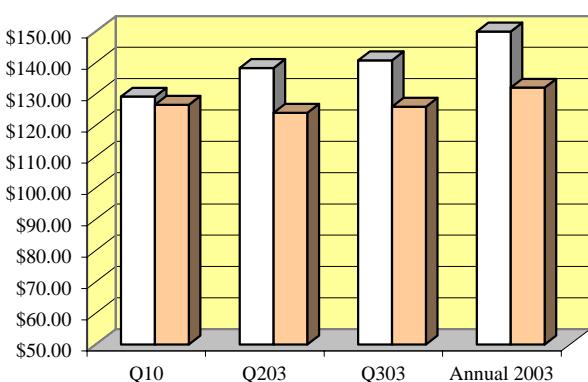
Source: 2003 HMO Annual Supplement Report

Blue Cross & Blue Shield of Kansas City

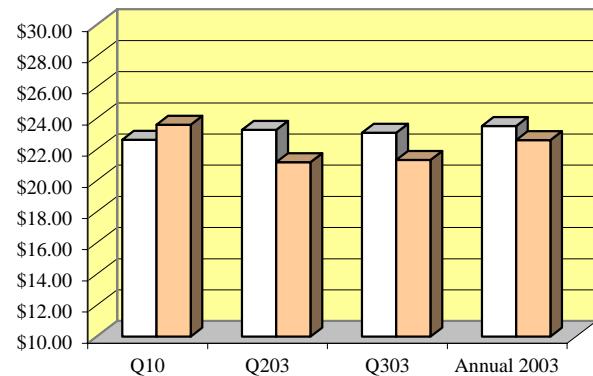
- Medicaid Product

Missouri Costs Comparison

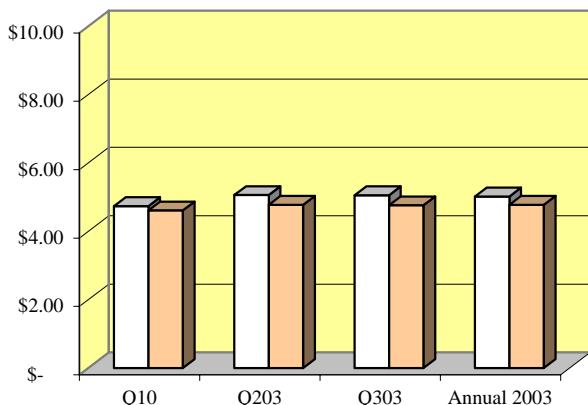
Total Per Member Per Month (PMPM) Costs



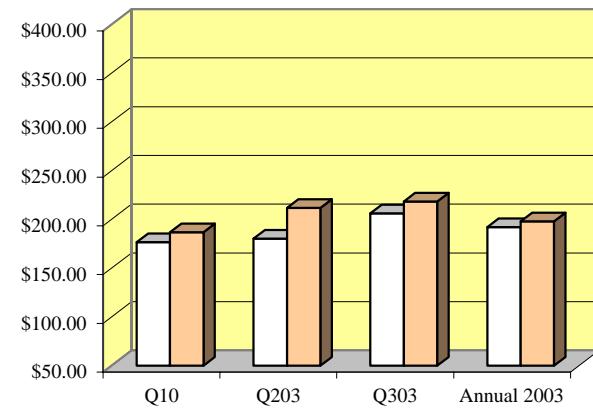
Prescription Drug PMPM Costs



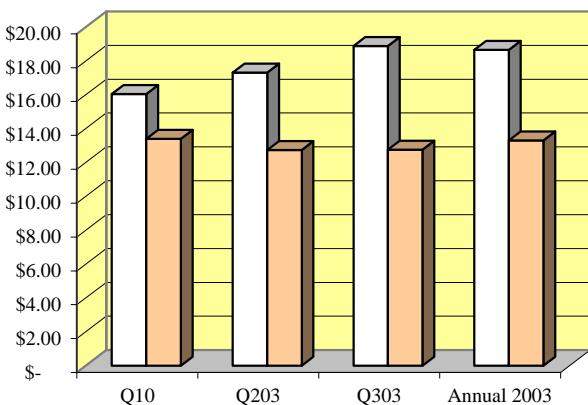
Mental Health PMPM Costs



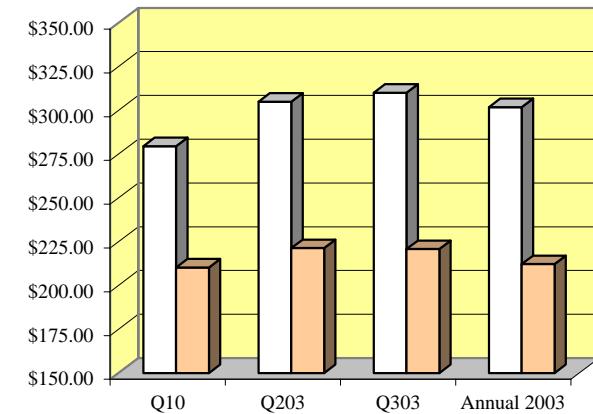
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Blue Cross & Blue Shield of Kansas City



Medicaid Average

Source: 2003 HMO Annual Supplement Report

Blue Cross & Blue Shield of Kansas City

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$51,430,421	\$57,307,510	\$341,992,716	\$397,600,829	\$512,777,282
Liabilities	\$35,136,229	\$37,025,497	\$189,458,165	\$232,969,127	\$274,953,368
Total Liabilities, Capital & Surplus	\$16,294,192	\$20,282,013	\$341,992,716	\$397,600,829	\$512,777,282

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$139,831,737	\$146,396,563	\$523,880,872	\$632,355,484	\$730,040,818
Other Healthcare Revenue	\$180,976,546	\$187,704,032	\$525,140,731	\$630,486,003	\$729,205,486
Medical & Hospital Expenses	\$158,622,594	\$161,294,103	\$418,973,180	\$476,987,209	\$578,290,407
Administration Expenses	\$21,969,849	\$21,878,844	\$66,478,163	\$76,992,421	\$84,531,560
Income (Loss) Before Taxes	\$384,103	\$4,531,085	(\$7,432,881)	\$32,352,481	\$59,739,584

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	113.2%	16.1%	25.2%	32.2%	37.0%
Medical & Hospital Exp. /Net Premium Income	96.9%	96.8%	80.0%	75.4%	79.2%
Administration Expenses/Total Revenue	15.4%	13.0%	12.7%	12.2%	11.6%

Unpaid Claims Analysis

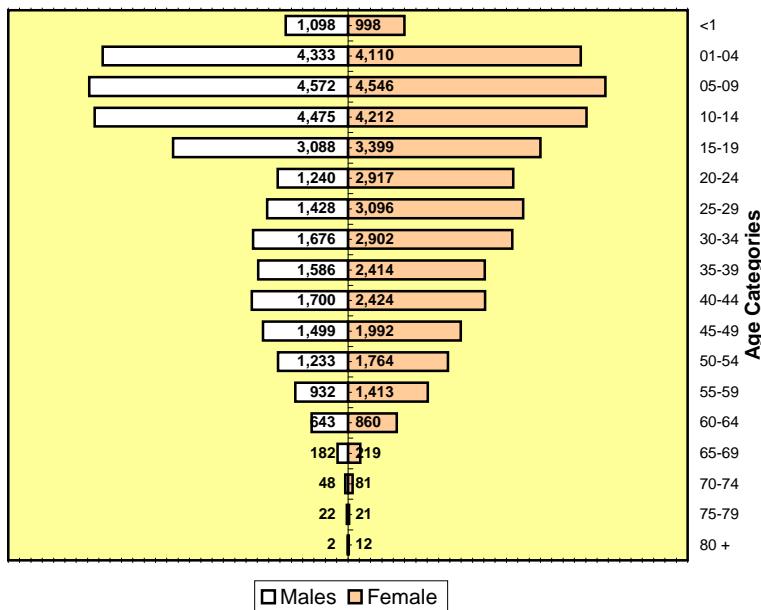
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$24,074,994	\$77,566,824	\$63,574,318	\$63,574,318	\$79,934,488
Estimated Liability of Unpaid Claims Previous Year	\$26,145,571	\$81,920,203	\$78,729,534	\$78,729,534	\$79,709,200

Blue Cross & Blue Shield of Kansas City

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

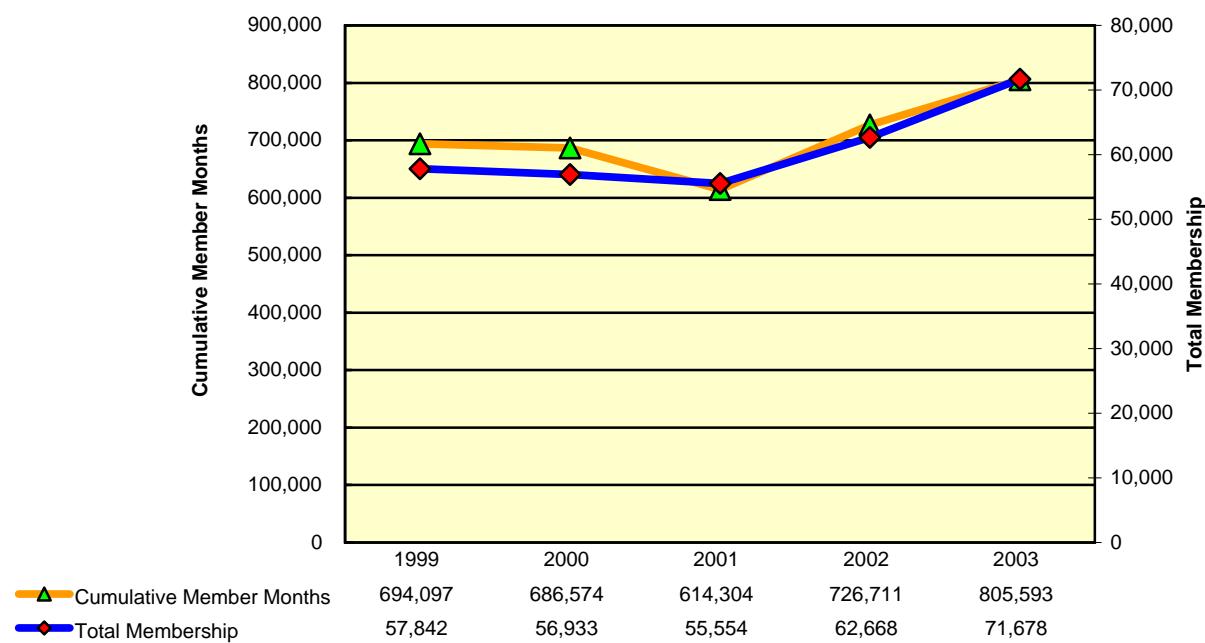
Age	Males	Female	%
<1	1,098	998	3%
01-04	4,333	4,110	11%
05-09	4,572	4,546	12%
10-14	4,475	4,212	11%
15-19	3,088	3,399	9%
20-24	1,240	2,917	8%
25-29	1,428	3,096	8%
30-34	1,676	2,902	8%
35-39	1,586	2,414	6%
40-44	1,700	2,424	6%
45-49	1,499	1,992	5%
50-54	1,233	1,764	5%
55-59	932	1,413	4%
60-64	643	860	2%
65-69	182	219	1%
70-74	48	81	0%
75-79	22	21	0%
80 +	2	12	0%
Total	29,757	100%	37,380
			100%



Average Age of Enrollees = 23.3
 Missouri Commercial Plans 33.6
 Missouri Medicare n/a
 Missouri Medicaid 13.5

Percentage of Female Enrollees = 55.7%
 Missouri Commercial Plans 53.8%
 Missouri Medicare n/a
 Missouri Medicaid 57.5%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Children's Mercy's Family Health Partners, Inc.

Holding Company: Children's Mercy Hospital

Main Administrative Office

Mailing Address:

215 W. Pershing Road, Suite 600
Kansas City MO 64108
(816)855-1870

Incorporated: March 26,1996

Admitted to Missouri: May 6, 1996

Federally Qualified: May 6, 1996

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: Not For Profit

2003 Year-End Officers:

President:

Jo Stueve

Secretary:

Dwight Hyde

Chief Financial Officer:

Suzie Dunaway

Chief Medical Officer:

Dr. Ben Rubin

Other Officers:

Bob Finuf, CEO

2003 Year-End Directors:

Virgil Frederick Burry, MD

Robert A. Long

Robert Cross

David Oliver

Randall O'Donnell

Leland McGinness

2003 Missouri Enrollment:

Total Missouri member months for the year:

578,107

Missouri members at the end of the year:

49,223

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

578,107

Plan Wide members at the end of the year:

49,223

Missouri Counties in Service Area:

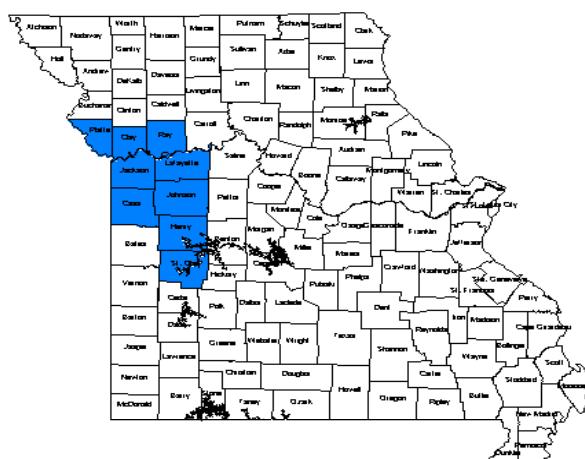
Cass, Clay, Henry, Jackson, Johnson, Lafayette, Platte, Ray,
St.Clair

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

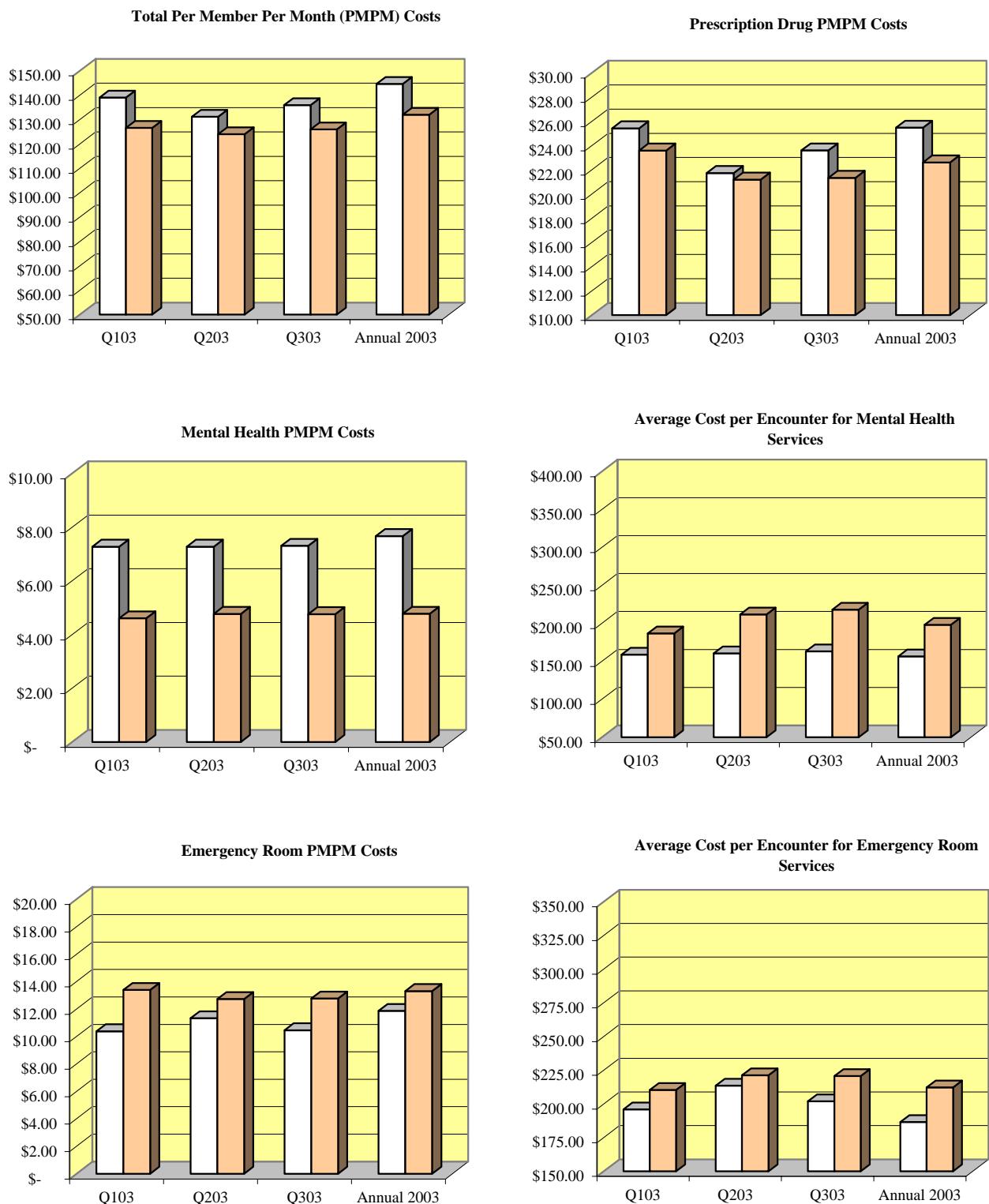
none



Children's Mercy's Family Health Partners, Inc.

- Medicaid Product

Missouri Costs Comparison



Source: 2003 HMO Annual Supplement Report

Children's Mercy's Family Health Partners, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$15,852,895	\$14,831,097	\$17,282,043	\$13,747,736	\$14,906,377
Liabilities	\$13,481,211	\$11,866,930	\$14,642,621	\$11,236,746	\$11,618,558
Total Liabilities, Capital & Surplus	\$2,371,684	\$2,964,167	\$17,282,043	\$13,747,737	\$14,906,377

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$51,946,457	\$63,619,505	\$72,652,442	\$81,617,202	\$87,141,474
Other Healthcare Revenue	\$52,250,017	\$64,044,643	\$72,652,442	\$81,743,391	\$87,333,142
Medical & Hospital Expenses	\$46,696,743	\$57,640,539	\$66,419,796	\$73,772,363	\$80,638,069
Administration Expenses	\$5,685,418	\$6,375,965	\$4,948,475	\$4,838,478	\$4,337,868
Income (Loss) Before Taxes	(\$132,144)	\$28,139	(\$602,118)	(\$410,049)	\$812,564

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	103.0%	108.5%	115.9%	103.2%	107.9%
Medical & Hospital Exp. /Net Premium Income	89.9%	90.6%	91.4%	90.4%	92.5%
Administration Expenses/Total Revenue	10.9%	10.0%	6.8%	5.9%	5.0%

Unpaid Claims Analysis

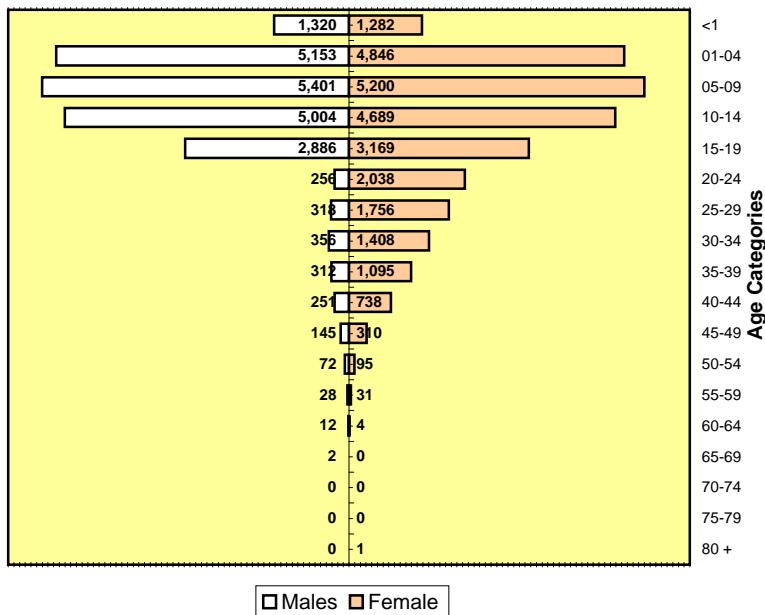
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$23,478,702	\$12,309,267	\$7,238,962	\$7,427,224	\$7,265,219
Estimated Liability of Unpaid Claims Previous Year	\$11,889,627	\$11,589,075	\$10,200,591	\$9,592,942	\$8,565,597

Children's Mercy's Family Health Partners, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

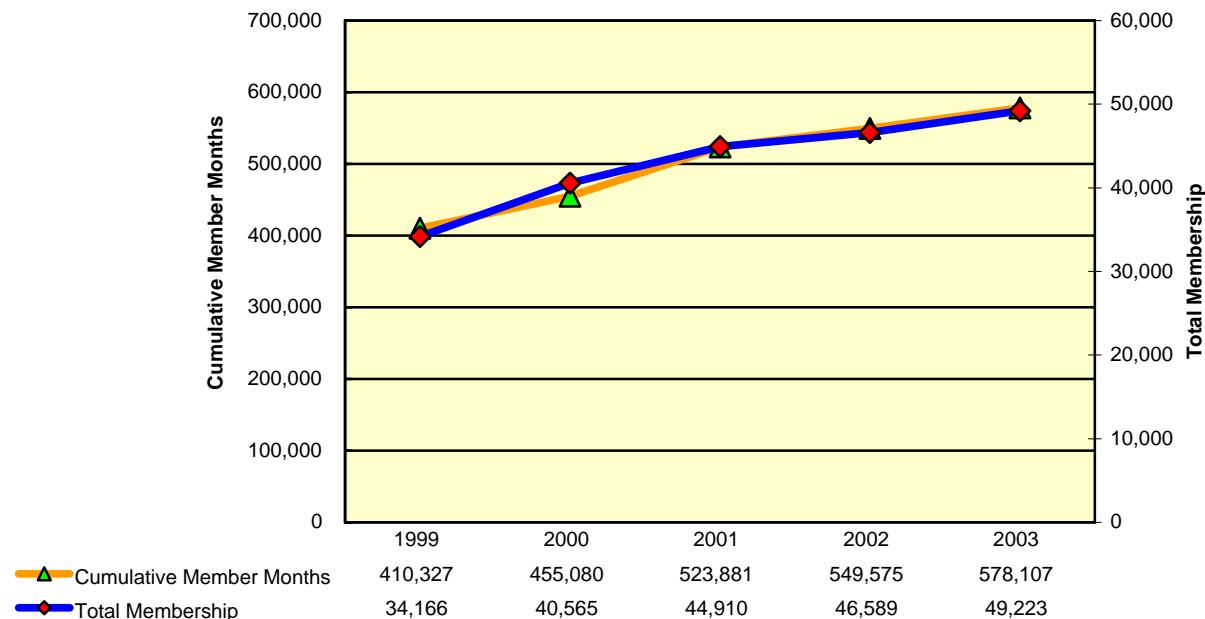
Age	Males	Female
<1	1,320	6%
01-04	5,153	24%
05-09	5,401	25%
10-14	5,004	23%
15-19	2,886	13%
20-24	256	1%
25-29	318	1%
30-34	356	2%
35-39	312	1%
40-44	251	1%
45-49	145	1%
50-54	72	0%
55-59	28	0%
60-64	12	0%
65-69	2	0%
70-74	0	0%
75-79	0	0%
80 +	0	0%
Total	21,516	100%
	26,662	100%



Average Age of Enrollees = 12.6
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 12.6

Percentage of Female Enrollees = 55.3%
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 55.3%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri

Holding Company: CIGNA Corporation

Main Administrative Office

Mailing Address:

5005 Rockside Road #700
Independence OH 44131
(216)642-8969

Incorporated: August 16, 1985

Admitted to Missouri: January 9, 1996

Federally Qualified: N/A

NCQA Accreditation: Excellent

State of Domicile: Ohio

Tax Status: For Profit

2003 Year-End Officers:

President:

Vacant

Secretary:

Susan Laura Cooper

Chief Financial Officer:

Vincent L. Shreckengast

Chief Medical Officer:

Elizabeth Kraft, M.D., MHS

Other Officers:

John Patrick Frey

David Mathew Porcello

Lynn Marie Wytas

2003 Year-End Directors:

Vincent L. Shreckengast

Razia Sultana Hashmi, MD

William Allen Schaffer, MD

2003 Missouri Enrollment:

Total Missouri member months for the year:

51,861

Missouri members at the end of the year:

4,564

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

86,743

Plan Wide members at the end of the year:

7,125

Missouri Counties in Service Area:

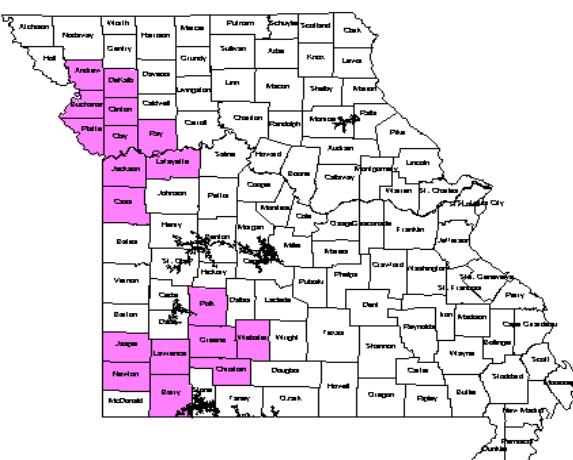
Andrew, Barry, Buchanan, Cass, Christian, Clay, Clinton,
DeKalb, Greene, Jackson, Jasper, Lafayette, Lawrence, Newton
Platte, Polk, Ray, Webster

Kansas Counties in Service Area:

Douglas, Franklin, Jackson, Jefferson, Johnson, Leavenworth,
Miami, Osage, Shawnee, Wyandotte

Illinois Counties in Service Area:

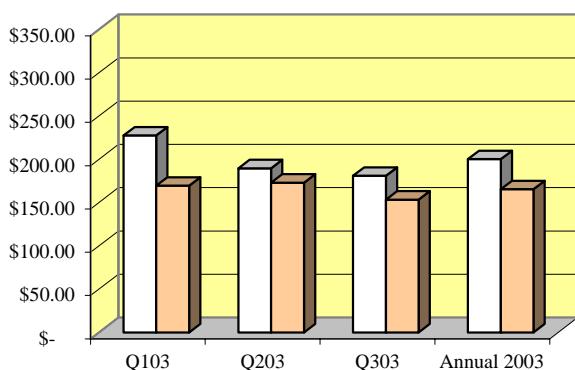
none



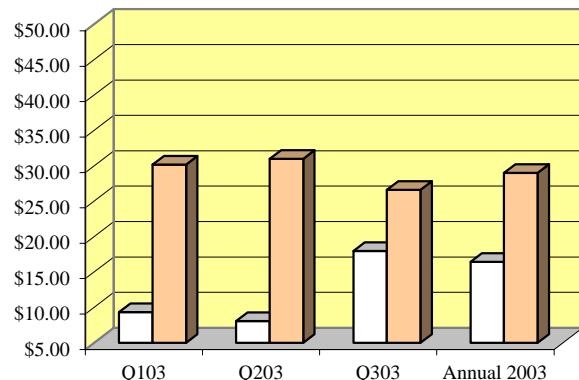
**CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri
- Commercial Product**

Missouri Costs Comparison

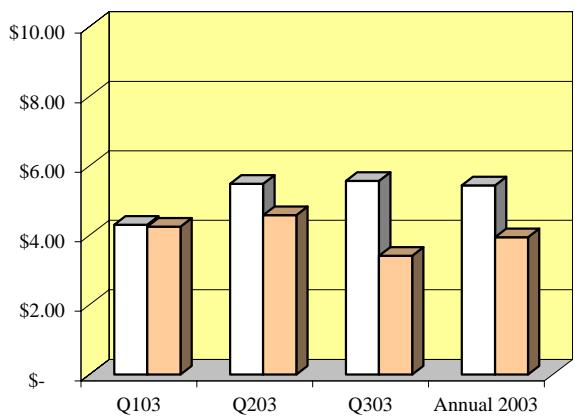
Total Per Member Per Month (PMPM) Costs



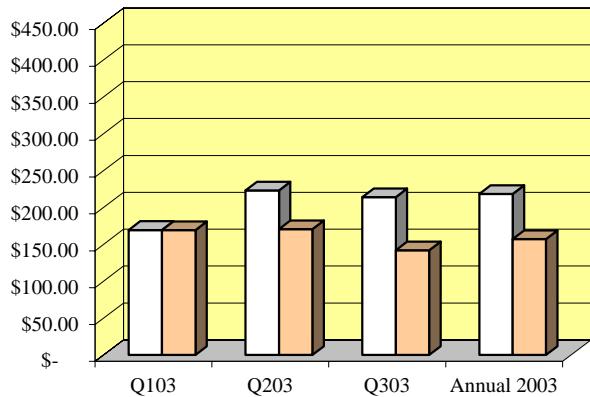
Prescription Drug PMPM Costs



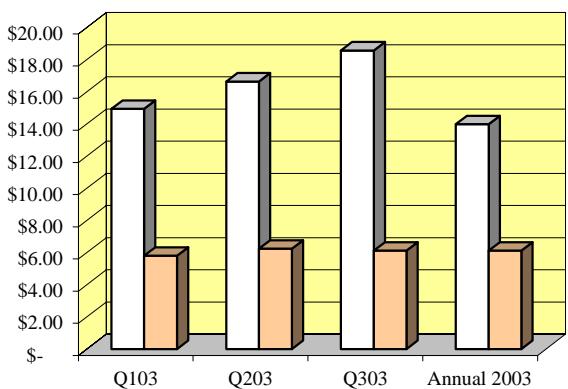
Mental Health PMPM Costs



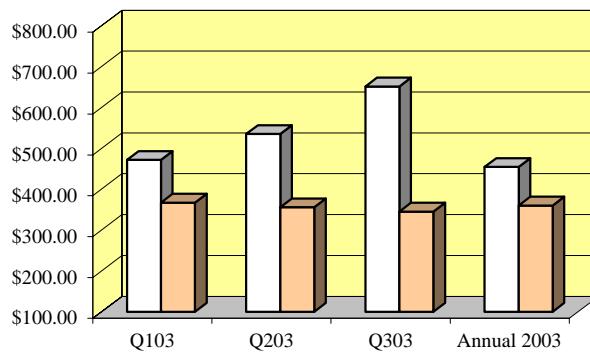
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



CIGNA Healthcare of Ohio, Inc. dba CIGNA of KS/MO



Commercial Average

Source: 2003 HMO Annual Supplement Report

**CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of
Kansas/Missouri**

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$43,850,504	\$24,545,022	\$24,070,022	\$16,408,186	\$18,616,829
Liabilities	\$39,729,484	\$15,326,524	\$17,168,365	\$11,330,903	\$13,526,779
Total Liabilities, Capital & Surplus	\$4,121,020	\$9,218,498	\$24,070,022	\$16,408,186	\$18,616,829

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$95,337,420	\$51,140,656	\$37,639,015	\$25,347,733	\$18,836,923
Other Healthcare Revenue	\$100,650,608	\$51,973,470	\$37,639,015	\$25,347,733	\$18,836,923
Medical & Hospital Expenses	\$98,076,742	\$46,638,701	\$29,148,260	\$23,786,449	\$19,888,054
Administration Expenses	\$11,205,441	\$2,952,550	\$8,875,429	\$4,622,673	(\$243,741)
Income (Loss) Before Taxes	(\$8,631,575)	\$2,382,219	(\$1,866,852)	(\$4,209,805)	(\$335,506)

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	34.9%	81.3%	93.6%	77.3%	62.0%
Medical & Hospital Exp./Net Premium Income	102.9%	91.2%	77.4%	93.8%	105.6%
Administration Expenses/Total Revenue	11.1%	5.7%	23.6%	18.2%	-1.3%

Unpaid Claims Analysis

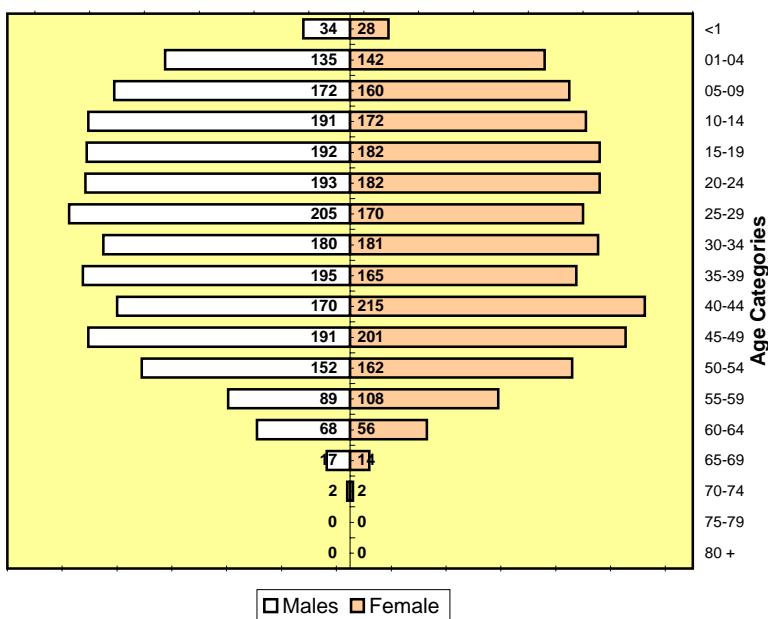
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$15,780,631	\$12,124,457	\$4,627,559	\$3,456,088	\$3,329,567
Estimated Liability of Unpaid Claims Previous Year	\$15,763,099	\$15,568,540	\$8,461,002	\$4,098,425	\$4,545,009

CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female	%
<1	34	28	1%
01-04	135	142	7%
05-09	172	160	7%
10-14	191	172	8%
15-19	192	182	9%
20-24	193	182	9%
25-29	205	170	8%
30-34	180	181	8%
35-39	195	165	8%
40-44	170	215	10%
45-49	191	201	9%
50-54	152	162	8%
55-59	89	108	5%
60-64	68	56	3%
65-69	17	14	1%
70-74	2	2	0%
75-79	0	0	0%
80 +	0	0	0%
Total	2,186	2,140	100%



Average Age of Enrollees =

29.8

Missouri Commercial Plans

29.8

Missouri Medicare

n/a

Missouri Medicaid

n/a

Percentage of Female Enrollees =

49.5%

Missouri Commercial Plans

49.5%

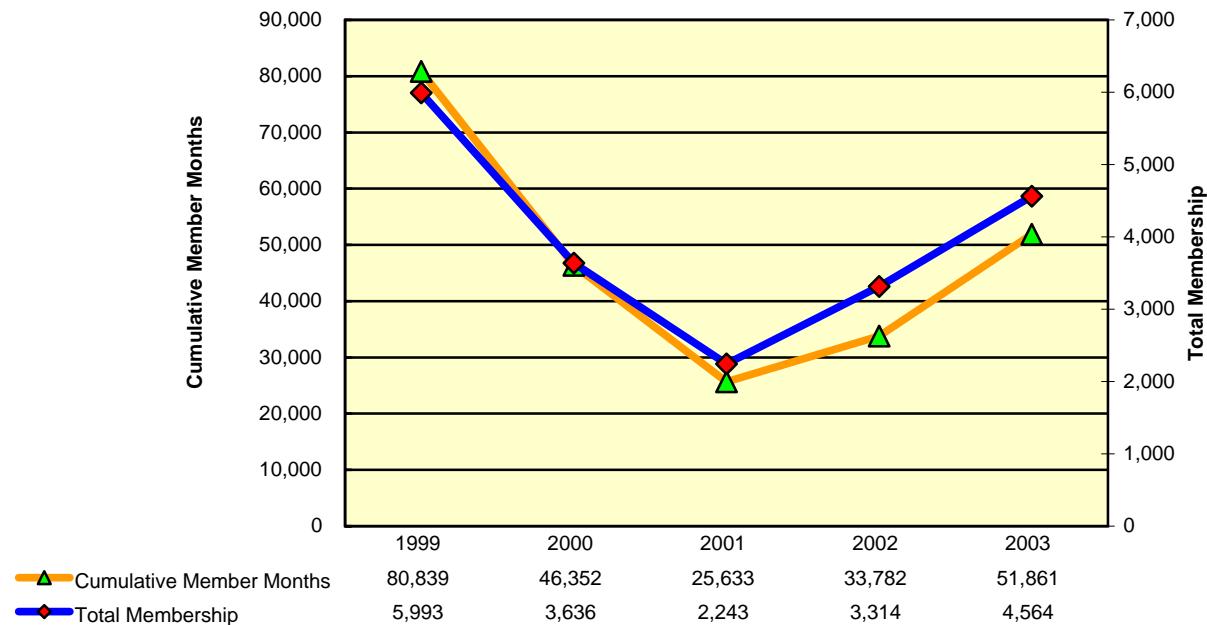
Missouri Medicare

n/a

Missouri Medicaid

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

CIGNA Healthcare of St.Louis, Inc.

Holding Company: CIGNA Corporation

Main Administrative Office

Mailing Address:

One North Brentwood Boulevard
St.Louis MO 63105
(314)726-5625

Incorporated: May 2,1985

Admitted to Missouri: September 1, 1993

Federally Qualified: April 14, 1986

NCQA Accreditation: Excellent

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Edgar A. Miranda

Secretary:

Susan Laura Cooper

Chief Financial Officer:

Vincent L. Shreckengast

Chief Medical Officer:

Elizabeth Kraft, M.D., MHS

Other Officers:

David Mathew Porcello

Arthur David Bird

Robert Raynard Robinson

2003 Year-End Directors:

Razia Sultana Hashmi, M.D.

Vincent L. Shreckengast

William Allen Schaffer, MD.

2003 Missouri Enrollment:

Total Missouri member months for the year:

75,972

Missouri members at the end of the year:

5,855

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

97,867

Plan Wide members at the end of the year:

7,558

Missouri Counties in Service Area:

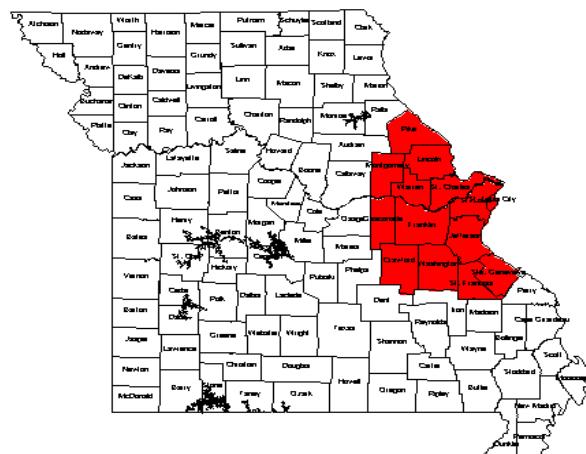
St. Louis City, Jefferson, St. Charles, Franklin, St. Louis County,

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

St. Clair, Madison, Monroe

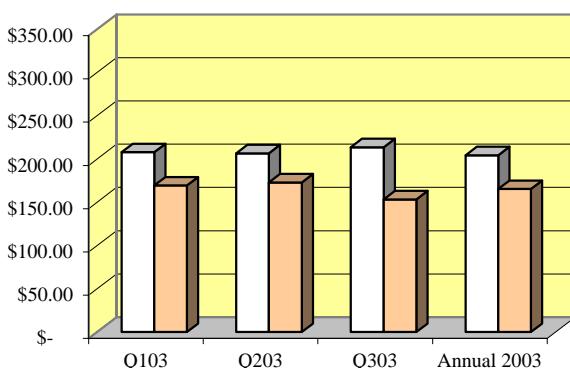


CIGNA Healthcare of St. Louis, Inc.

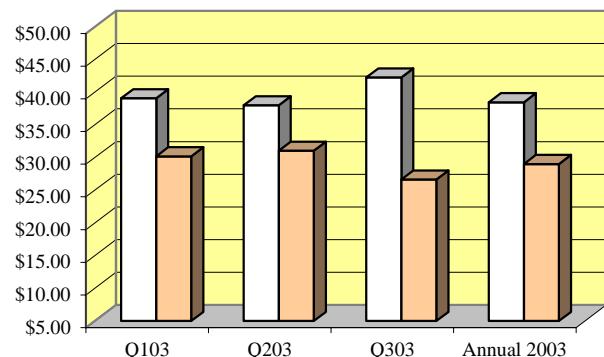
- Commercial Product

Missouri Costs Comparison

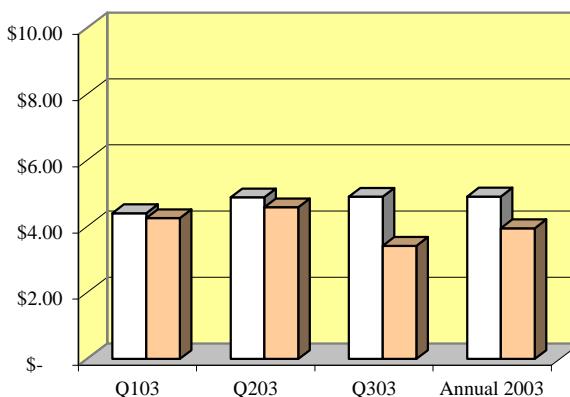
Total Per Member Per Month (PMPM) Costs



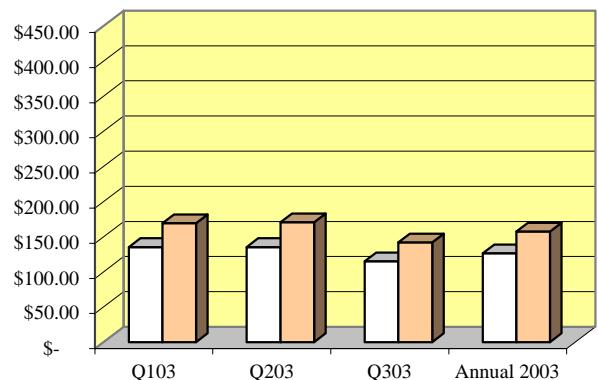
Prescription Drug PMPM Costs



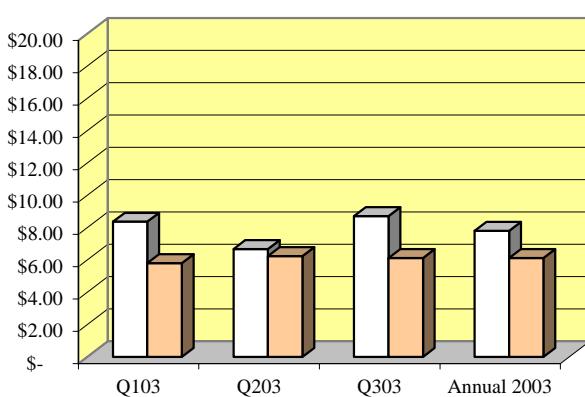
Mental Health PMPM Costs



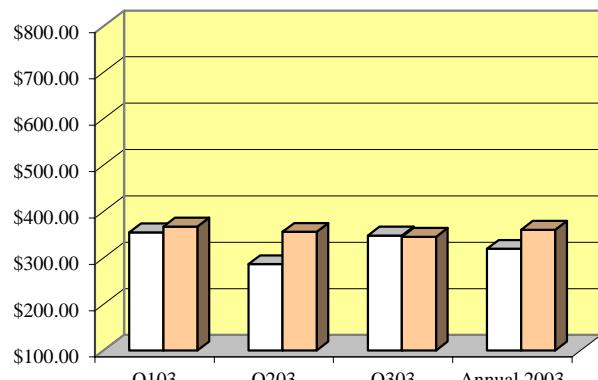
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



CIGNA Healthcare of St. Louis, Inc.



Commercial Average

Source: 2003 HMO Annual Supplement Report

CIGNA Healthcare of St. Louis, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$8,886,458	\$8,100,227	\$8,305,691	\$11,221,647	\$13,690,112
Liabilities	\$6,153,471	\$5,258,842	\$4,832,464	\$6,006,004	\$5,253,095
Total Liabilities, Capital & Surplus	\$2,732,987	\$2,841,385	\$8,305,691	\$11,221,647	\$13,690,112

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$12,586,436	\$17,066,258	\$30,564,472	\$32,939,011	\$28,068,399
Other Healthcare Revenue	\$12,960,506	\$17,448,722	\$30,564,472	\$32,939,011	\$28,068,399
Medical & Hospital Expenses	\$11,506,654	\$15,116,327	\$27,384,714	\$27,943,370	\$21,146,899
Administration Expenses	\$809,828	\$2,525,196	\$2,386,749	\$1,899,106	\$1,689,984
Income (Loss) Before Taxes	\$644,024	(\$192,801)	\$250,674	\$2,717,535	\$4,867,956

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	57.7%	36.9%	44.0%	84.0%	147.6%
Medical & Hospital Exp. /Net Premium Income	91.4%	88.6%	89.6%	84.8%	75.3%
Administration Expenses/Total Revenue	6.2%	14.5%	7.8%	5.8%	6.0%

Unpaid Claims Analysis

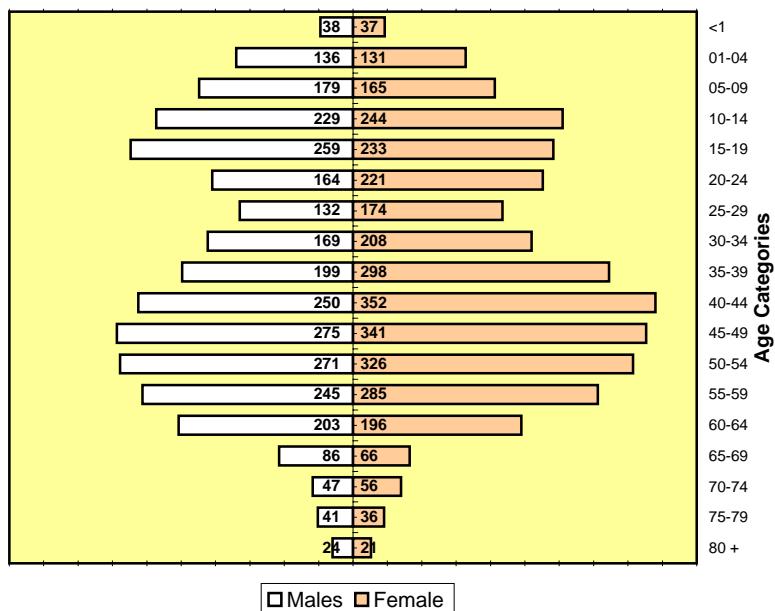
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$1,577,178	\$1,051,930	\$1,787,610	\$2,107,019	\$3,954,675
Estimated Liability of Unpaid Claims Previous Year	\$1,723,227	\$1,987,038	\$2,968,885	\$3,032,352	\$5,017,958

CIGNA Healthcare of St. Louis, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female
<1	38	1%
01-04	136	5%
05-09	179	6%
10-14	229	8%
15-19	259	9%
20-24	164	6%
25-29	132	4%
30-34	169	6%
35-39	199	7%
40-44	250	8%
45-49	275	9%
50-54	271	9%
55-59	245	8%
60-64	203	7%
65-69	86	3%
70-74	47	2%
75-79	41	1%
80 +	24	1%
Total	2,947	100%
		3,390 100%



Average Age of Enrollees =

36.6

Missouri Commercial Plans

36.6

Missouri Medicare

n/a

Missouri Medicaid

n/a

Percentage of Female Enrollees =

53.5%

Missouri Commercial Plans

53.5%

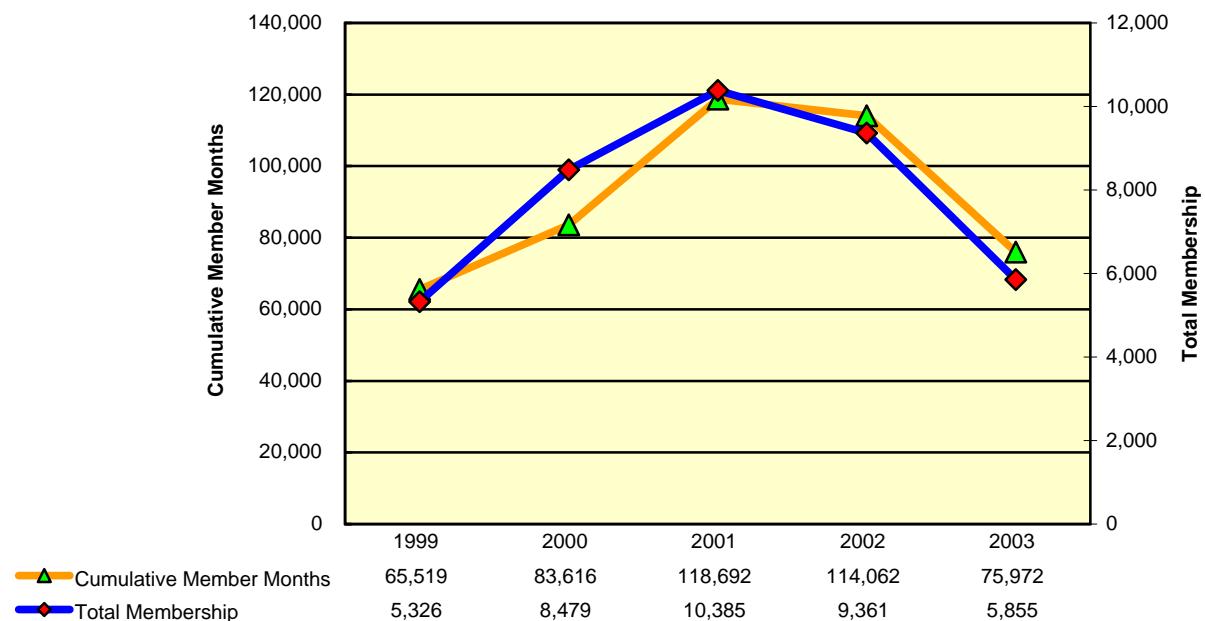
Missouri Medicare

n/a

Missouri Medicaid

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Community Health Plan

Holding Company: Heartland Health System

Main Administrative Office

Mailing Address:

137 N. Belt
Saint Joseph MO 64506
(816)271-1247

Incorporated: September 8, 1994

Admitted to Missouri: December 29, 1994

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Lowell Charles Kruse

Secretary:

John Paul Wilson

Chief Financial Officer:

John Paul Wilson

Chief Medical Officer:

Robert S. Chabon, MD.

Other Officers:

Douglas Martin Brandt

Edna Marie Everly

Curtis Andrew Kretzinger

2003 Year-End Directors:

Alan Wayne Brewer, DO

Jean Gayle Brown

MaryAnn Cotter

Patrick Charles Dillon

Scott Michael Folk, MD

Larry Alan Jones, DDS

2003 Missouri Enrollment:

Total Missouri member months for the year:

227,391

Missouri members at the end of the year:

19,094

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

234,229

Plan Wide members at the end of the year:

19,527

Missouri Counties in Service Area:

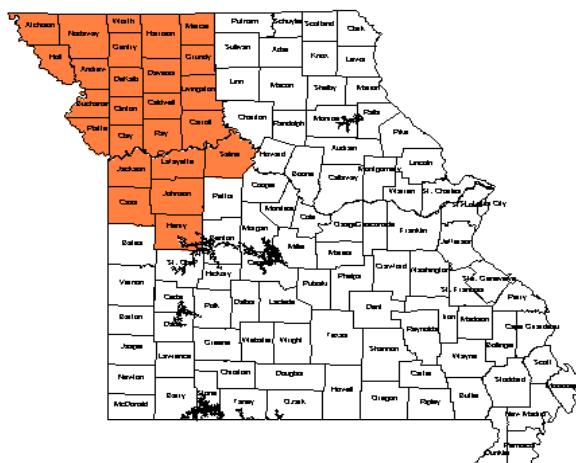
Andrew, Atchison, Buchanan, Caldwell, Carroll, Cass, Clay, Clinton, Daviess, DeKalb, Gentry, Grundy, Harrison, Henry, Holt, Jackson, Johnson, Lafayette, Livingston, Mercer, Nodaway, Platte, Ray, Saline, Worth

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

none

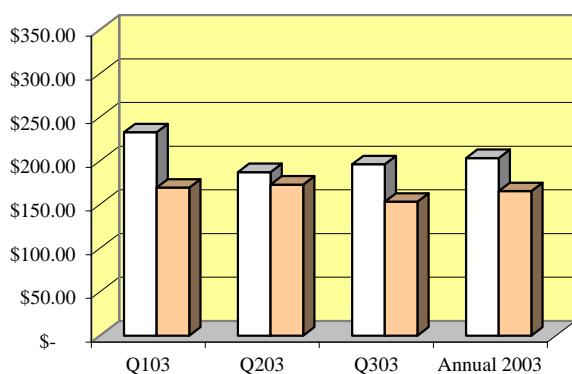


Community Health Plan

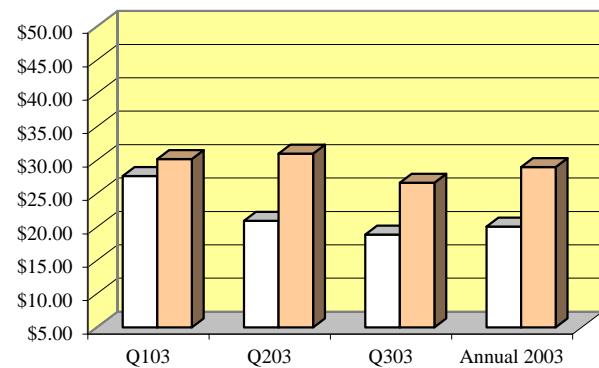
- Commercial Product

Missouri Costs Comparison

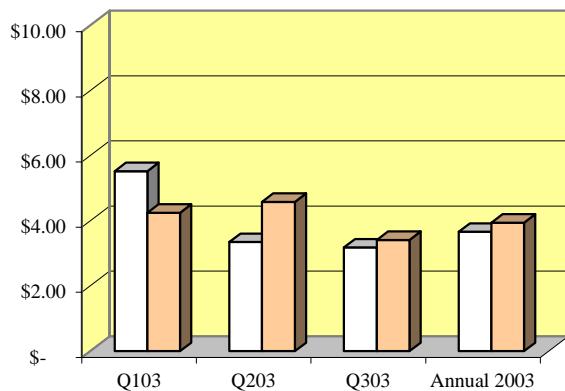
Total Per Member Per Month (PMPM) Costs



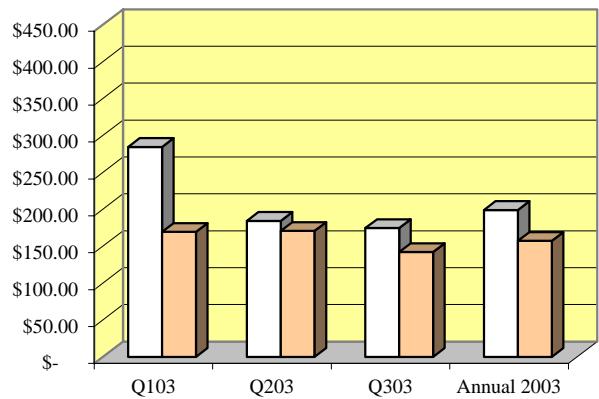
Prescription Drug PMPM Costs



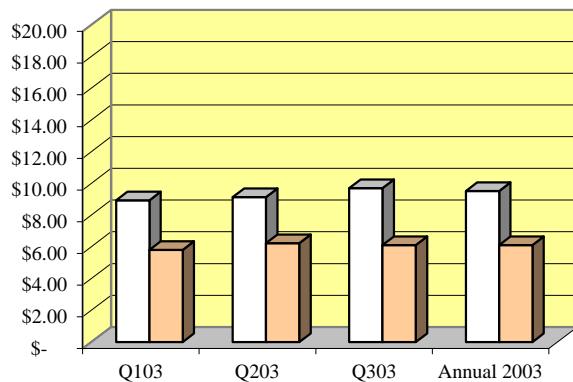
Mental Health PMPM Costs



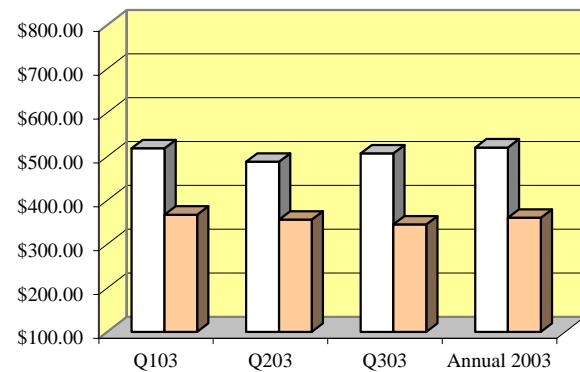
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Community Health Plan

Commercial Average

Source: 2003 HMO Annual Supplement Report

Community Health Plan

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$11,080,911	\$10,624,096	\$9,673,110	\$8,557,054	\$10,424,387
Liabilities	\$9,201,376	\$9,054,177	\$8,300,361	\$7,043,737	\$7,790,738
Total Liabilities, Capital & Surplus	\$1,879,535	\$1,569,919	\$9,673,110	\$8,557,054	\$10,424,387

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$49,907,850	\$59,335,144	\$65,132,785	\$59,866,268	\$56,341,487
Other Healthcare Revenue	\$50,228,323	\$59,792,665	\$65,158,042	\$60,964,177	\$58,971,002
Medical & Hospital Expenses	\$41,795,776	\$52,064,902	\$63,567,796	\$51,055,338	\$47,146,608
Administration Expenses	\$8,465,578	\$9,919,072	\$10,081,897	\$9,197,622	\$9,464,707
Income (Loss) Before Taxes	(\$33,031)	(\$2,191,309)	(\$8,244,003)	(\$753,344)	\$1,033,398

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	91.6%	89.4%	93.6%	99.8%	99.1%
Medical & Hospital Exp. /Net Premium Income	83.7%	87.7%	97.6%	85.3%	83.7%
Administration Expenses/Total Revenue	16.9%	16.6%	15.5%	15.1%	16.0%

Unpaid Claims Analysis

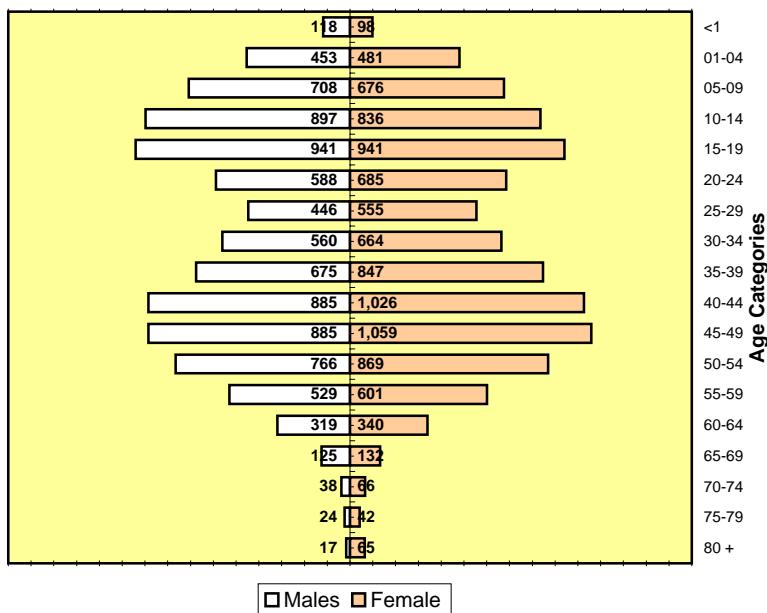
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$9,260,808	\$8,271,863	\$7,684,095	\$6,036,731	\$5,588,497
Estimated Liability of Unpaid Claims Previous Year	\$8,901,417	\$8,531,321	\$8,276,924	\$6,589,158	\$5,454,739

Community Health Plan

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

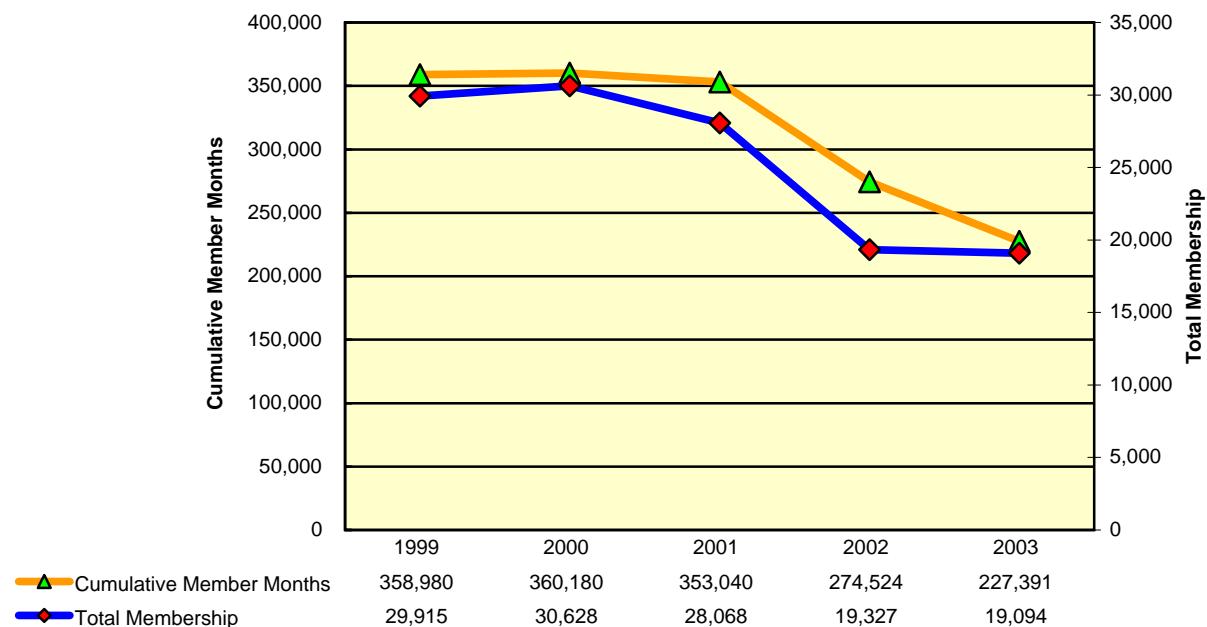
Age	Males	Female	%
<1	118	98	1%
01-04	453	481	5%
05-09	708	676	7%
10-14	897	836	8%
15-19	941	941	9%
20-24	588	685	7%
25-29	446	555	6%
30-34	560	664	7%
35-39	675	847	8%
40-44	885	1,026	10%
45-49	885	1,059	11%
50-54	766	869	9%
55-59	529	601	6%
60-64	319	340	3%
65-69	125	132	1%
70-74	38	66	1%
75-79	24	42	0%
80 +	17	65	1%
Total	8,974	9,983	100%



Average Age of Enrollees = **32.4**
 Missouri Commercial Plans 32.4
 Missouri Medicare n/a
 Missouri Medicaid n/a

Percentage of Female Enrollees = **52.7%**
 Missouri Commercial Plans 52.7%
 Missouri Medicare n/a
 Missouri Medicaid n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Coventry Health Care of Kansas, Inc.

Holding Company: Coventry Health Care, Inc.

Main Administrative Office

Mailing Address:

8320 Ward Parkway
Kansas City MO 64114
(816)941-3030

Incorporated: January 2,1976

Admitted to Missouri: March 29, 1996

Federally Qualified: September 25, 1981

URAC Accreditation: Full

State of Domicile: Kansas

Tax Status: For Profit

2003 Year-End Officers:

President:

Janet Marie Stallmeyer

Secretary:

Shirley Ann Roquemore Smith

Chief Financial Officer:

Kim D. Covert

Chief Medical Officer:

Diana L. Cokington

Other Officers:

Dale Brian Wolf

Thomas Paul McDonough

George Bledsoe Wheeler, Jr..

2003 Year-End Directors:

Dale Brian Wolf

Thomas Paul McDonough

Janet Marie Stallmeyer

Allen Floyd Wise

George Bledsoe Wheeler, Jr..

Shirley Ann Roquemore Smith

2003 Missouri Enrollment:

Total Missouri member months for the year:

1,006,572

Missouri members at the end of the year:

76,283

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

2,167,232

Plan Wide members at the end of the year:

168,555

Missouri Counties in Service Area:

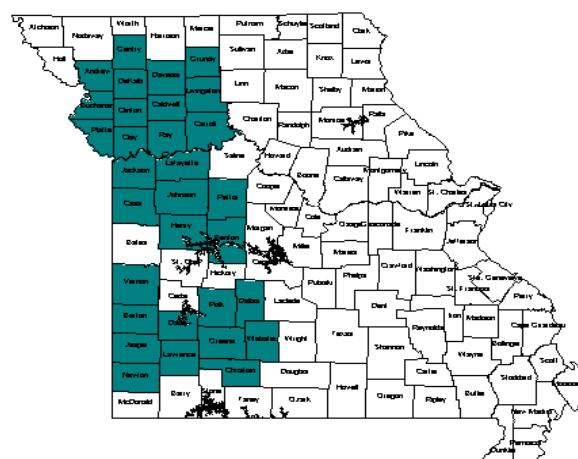
Andrew, Barton, Benton, Buchanan, Caldwell, Carroll, Cass, Christian, Clay, Clinton, Dade, Dallas, Daviess, DeKalb, Gentry, Green, Grundy, Henry, Jackson, Jasper, Johnson, Lafayette, Lawrence, Livingston, Newton, Pettis, Platte, Polk, Ray, Vernon, Webster

Kansas Counties in Service Area:

Allen, Anderson, Atchison, Bourbon, Brown, Butler, Chase, Chautauqua, Cherokee, Coffey, Cowley, Crawford, Dickinson, Douglas, Elk, Franklin, Geary, Greenwood, Harper, Harvey, Jackson, Jefferson, Johnson, Kingman, Labette, Leavenworth, Lincoln, Linn, Lyon, Marion, McPherson, Marshall, Miami, Montgomery, Morris, Neosho, Osage, Ottawa, Pottawatomie, Pratt, Reno, Riley, Saline, Sedgwick, Shawnee, Sumner, Wabaunsee, Wilson, Woodson, Wyandotte

Illinois Counties in Service Area:

Cook, DuPage, Lake, Madison, McHenry, Peoria, Sangamon, Whiteside

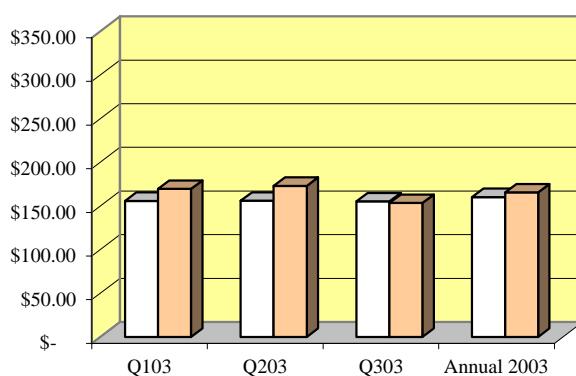


Coventry Health Care of Kansas, Inc.

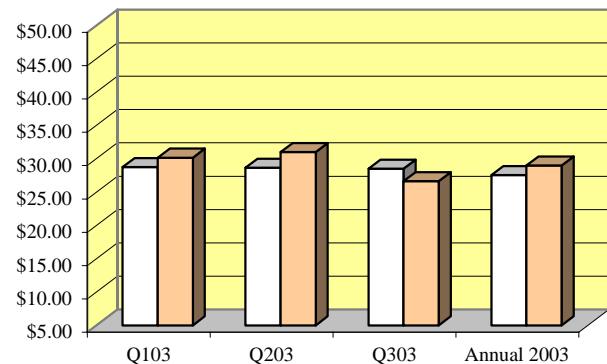
- Commercial Product

Missouri Costs Comparison

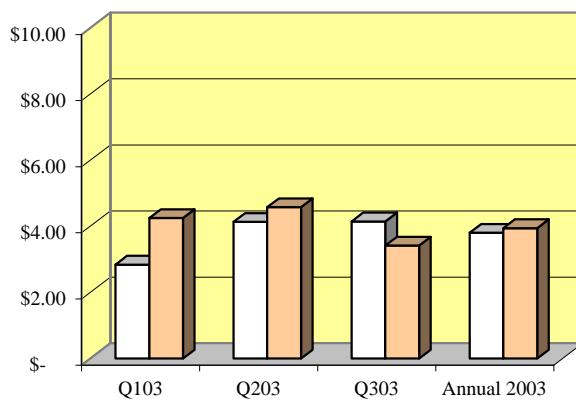
Total Per Member Per Month (PMPM) Costs



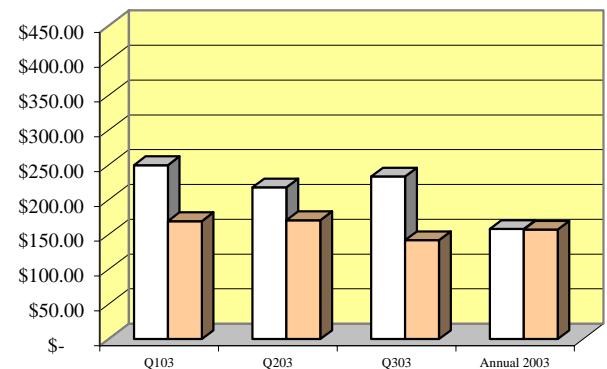
Prescription Drug PMPM Costs



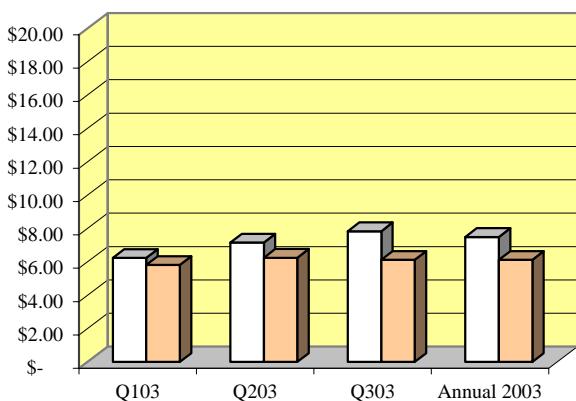
Mental Health PMPM Costs



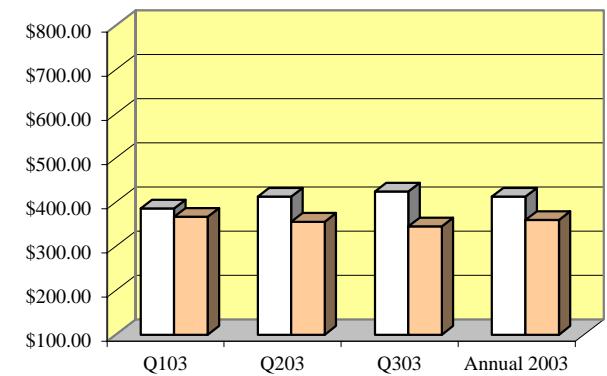
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Coventry Health Care of Kansas, Inc.



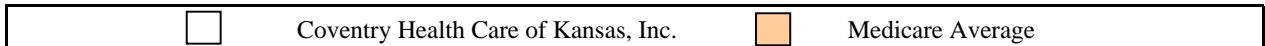
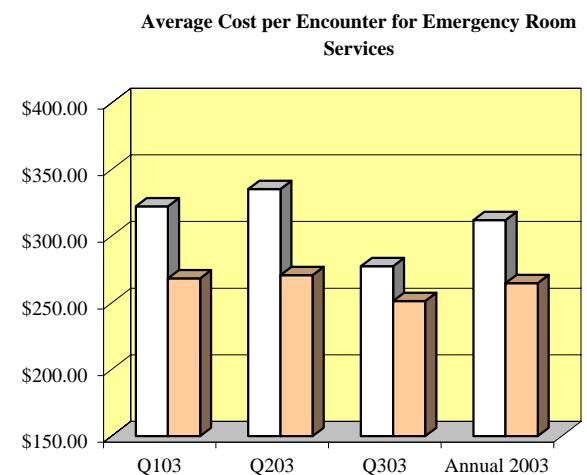
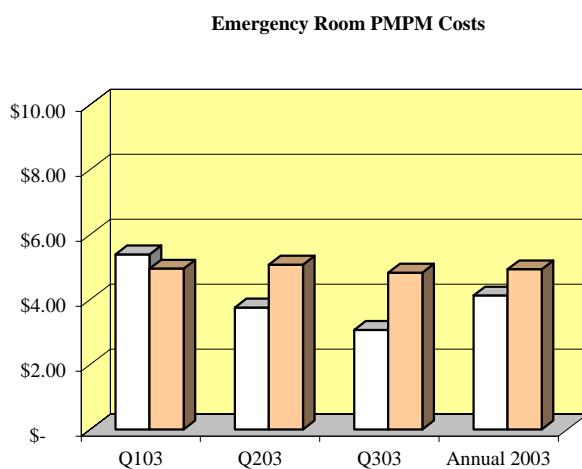
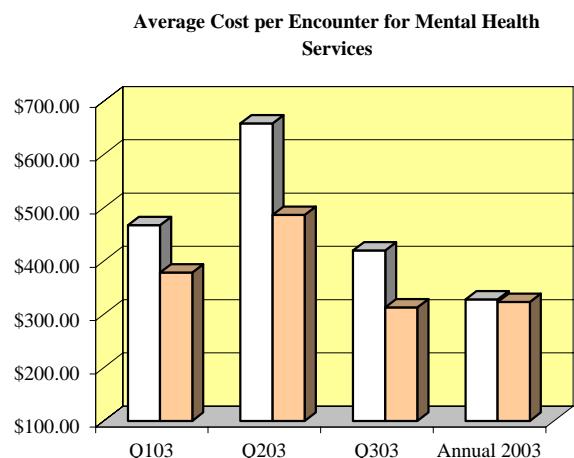
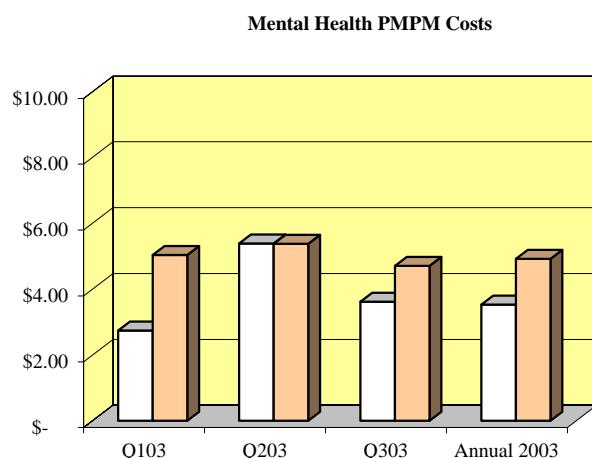
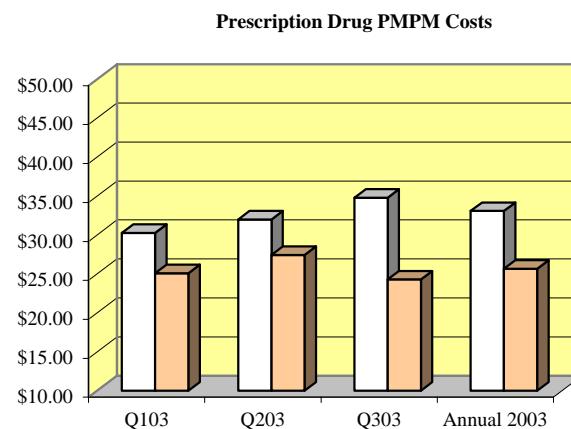
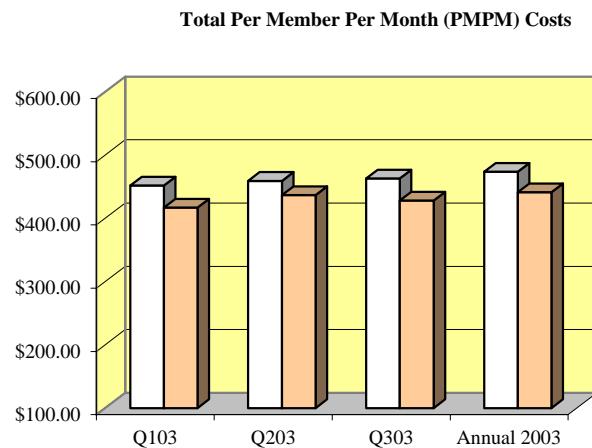
Commercial Average

Source: 2003 HMO Annual Supplement Report

Coventry Health Care of Kansas, Inc.

- Medicare Product

Missouri Costs Comparison



Source: 2003 HMO Annual Supplement Report

Coventry Health Care of Kansas, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$42,021,410	\$50,830,962	\$154,850,247	\$160,364,793	\$162,093,458
Liabilities	\$24,969,093	\$35,362,309	\$112,754,649	\$113,436,651	\$78,595,094
Total Liabilities, Capital & Surplus	\$17,052,317	\$15,468,653	\$154,850,248	\$160,364,793	\$162,093,458

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$159,147,634	\$213,777,375	\$608,282,035	\$690,218,590	\$507,673,879
Other Healthcare Revenue	\$161,499,082	\$216,551,277	\$610,053,979	\$690,611,807	\$508,952,935
Medical & Hospital Expenses	\$134,618,886	\$190,817,154	\$557,185,107	\$630,875,004	\$399,476,617
Administration Expenses	\$22,898,589	\$28,267,487	\$62,065,091	\$66,091,214	\$53,036,628
Income (Loss) Before Taxes	\$3,981,607	(\$2,533,364)	(\$5,667,935)	(\$14,420,129)	\$48,601,190

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	109.1%	96.1%	90.7%	44.0%	24.9%
Medical & Hospital Exp./Net Premium Income	84.2%	89.1%	90.1%	91.5%	78.7%
Administration Expenses/Total Revenue	16.0%	13.0%	10.3%	9.7%	10.4%

Unpaid Claims Analysis

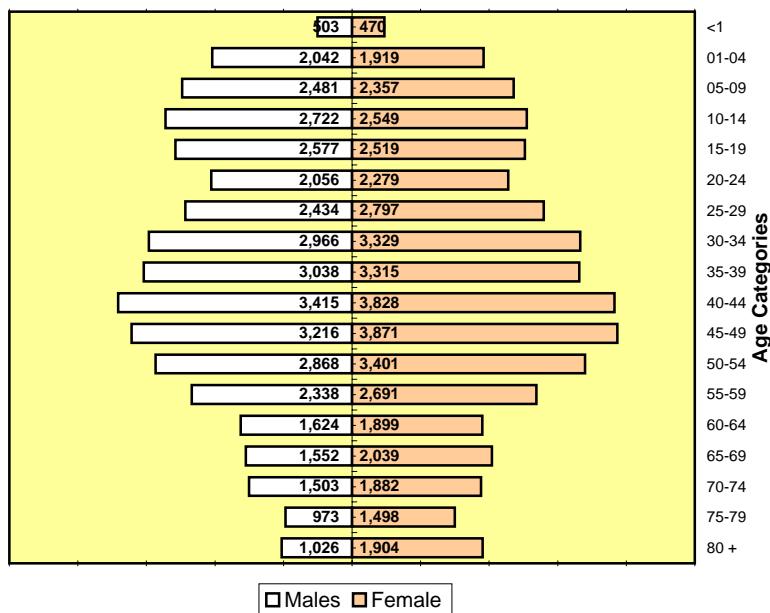
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$29,576,716	\$44,022,472	\$45,476,450	\$63,727,661	\$62,068,724
Estimated Liability of Unpaid Claims Previous Year	\$34,796,972	\$50,292,401	\$57,996,954	\$81,676,630	\$88,406,687

Coventry Health Care of Kansas, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

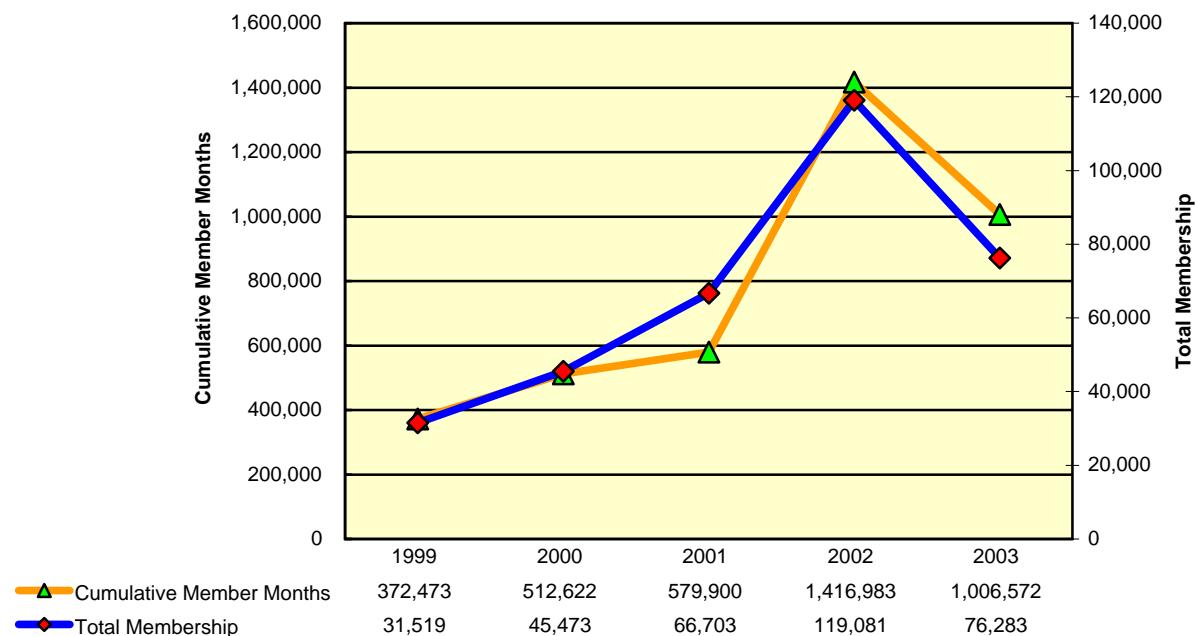
Age	Males	Female
<1	503	1%
01-04	2,042	5%
05-09	2,481	6%
10-14	2,722	7%
15-19	2,577	7%
20-24	2,056	5%
25-29	2,434	6%
30-34	2,966	8%
35-39	3,038	8%
40-44	3,415	9%
45-49	3,216	8%
50-54	2,868	7%
55-59	2,338	6%
60-64	1,624	4%
65-69	1,552	4%
70-74	1,503	4%
75-79	973	2%
80 +	1,026	3%
Total	39,334	100%



Average Age of Enrollees = 38.8
 Missouri Commercial Plans 33.2
 Missouri Medicare 74.0
 Missouri Medicaid n/a

Percentage of Female Enrollees = 53.1%
 Missouri Commercial Plans 52.0%
 Missouri Medicare 60.2%
 Missouri Medicaid n/a

Missouri Membership Trends



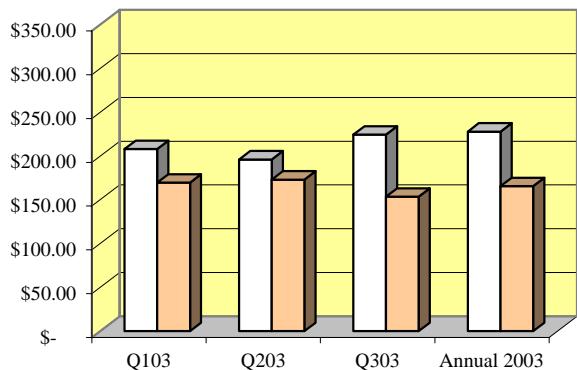
*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Cox Health Systems HMO, Inc.

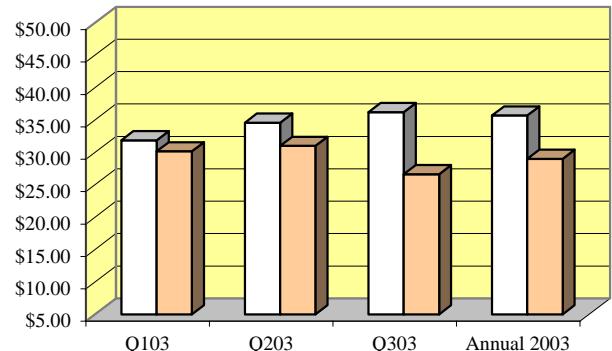
- Commercial Product

Missouri Costs Comparison

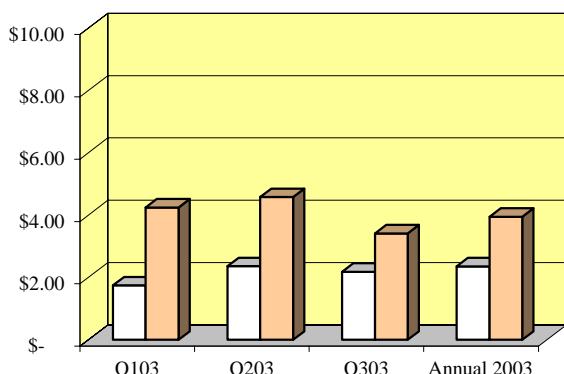
Total Per Member Per Month (PMPM) Costs



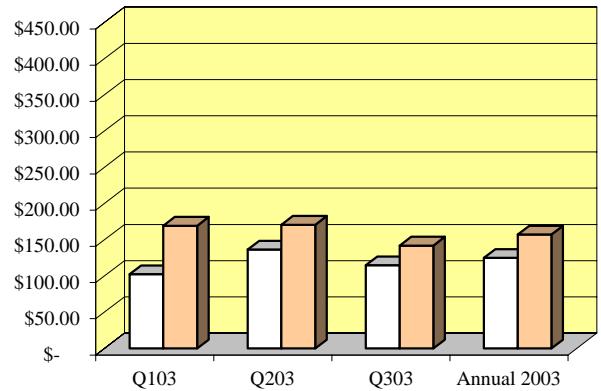
Prescription Drug PMPM Costs



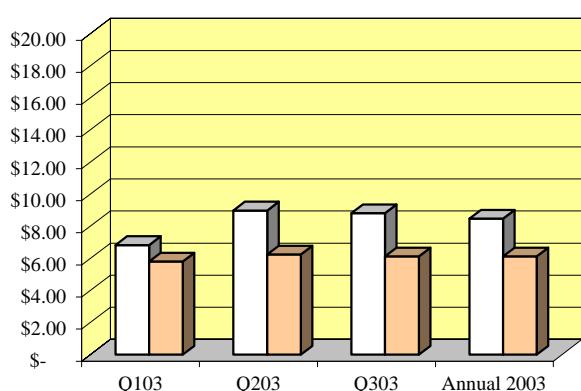
Mental Health PMPM Costs



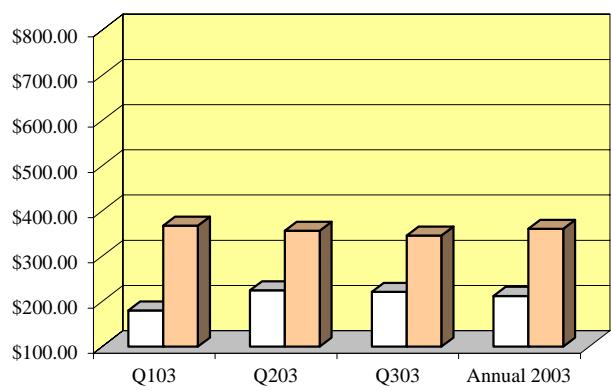
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Cox Health Systems HMO, Inc.



Commercial Average

Source: 2003 HMO Annual Supplement Report

Cox Health Systems HMO, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$6,545,668	\$6,328,580	\$6,467,214	\$6,297,412	\$13,490,404
Liabilities	\$5,314,511	\$4,602,551	\$4,228,806	\$4,059,001	\$4,469,358
Total Liabilities, Capital & Surplus	\$1,231,157	\$1,726,029	\$6,467,215	\$6,297,410	\$13,490,404

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$29,023,280	\$36,064,573	\$40,209,314	\$43,737,720	\$47,998,793
Other Healthcare Revenue	\$29,213,626	\$36,361,440	\$40,339,117	\$43,737,720	\$48,838,791
Medical & Hospital Expenses	\$26,530,366	\$32,444,353	\$35,567,262	\$40,226,898	\$44,525,917
Administration Expenses	\$5,078,610	\$5,823,147	\$5,821,965	\$5,087,692	\$4,668,375
Income (Loss) Before Taxes	(\$2,395,350)	(\$1,906,060)	(\$1,274,370)	(\$1,851,848)	(\$705,685)

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	123.2%	137.5%	152.9%	155.1%	100.0%
Medical & Hospital Exp. /Net Premium Income	91.4%	90.0%	88.5%	92.0%	92.8%
Administration Expenses/Total Revenue	17.4%	16.0%	14.4%	11.6%	9.6%

Unpaid Claims Analysis

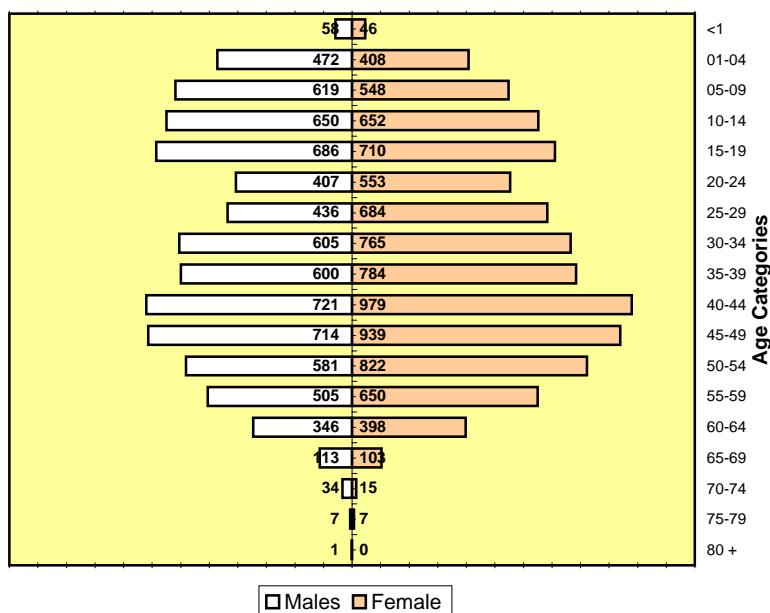
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$2,929,589	\$4,057,656	\$3,044,486	\$2,974,319	\$3,537,425
Estimated Liability of Unpaid Claims Previous Year	\$2,658,131	\$4,576,678	\$3,684,616	\$3,630,512	\$3,448,120

Cox Health Systems HMO, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female	%
<1	58	46	1%
01-04	472	408	5%
05-09	619	548	6%
10-14	650	652	7%
15-19	686	710	8%
20-24	407	553	6%
25-29	436	684	8%
30-34	605	765	8%
35-39	600	784	9%
40-44	721	979	11%
45-49	714	939	10%
50-54	581	822	9%
55-59	505	650	7%
60-64	346	398	4%
65-69	113	103	1%
70-74	34	15	0%
75-79	7	7	0%
80 +	1	0	0%
Total	7,555	9,063	100%



Average Age of Enrollees =

33.0

Missouri Commercial Plans

33.0

Missouri Medicare

n/a

Missouri Medicaid

n/a

Percentage of Female Enrollees =

54.5%

Missouri Commercial Plans

54.5%

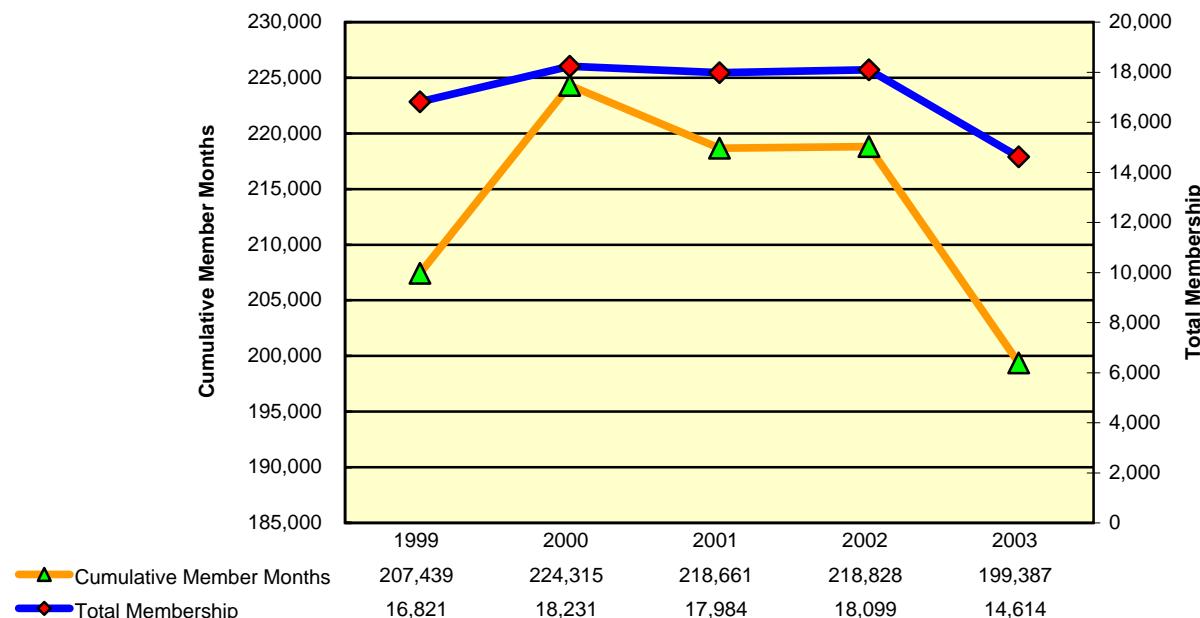
Missouri Medicare

n/a

Missouri Medicaid

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

First Guard Health Plan, Inc.

Holding Company: Model Cities Health Corporation dba Swope Parkway Health Center

Main Administrative Office

Mailing Address:

4001 Blue Parkway
Kansas City MO 64130
(816)922-7250

Incorporated: October 3,1994

Admitted to Missouri: August 25, 1995

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Joy Diane Wheeler

Secretary:

Verneda Faye Robinson

Chief Financial Officer:

Naimish Mahendrakumar Patel

Chief Medical Officer:

William Arnie Pankey

Other Officers:

Jean DeAnn Rumbaugh

Barbara Ellen Maloney

Dennis Gene Kasselman

2003 Year-End Directors:

Emerson Frank Ellis

Kant Dalichand Doshi

William Montell Washington

David Kenneth Ross

Verneda Faye Robinson

Leslie Earle Becker

2003 Missouri Enrollment:

Total Missouri member months for the year:

524,581

Missouri members at the end of the year:

42,486

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

528,682

Plan Wide members at the end of the year:

42,558

Missouri Counties in Service Area:

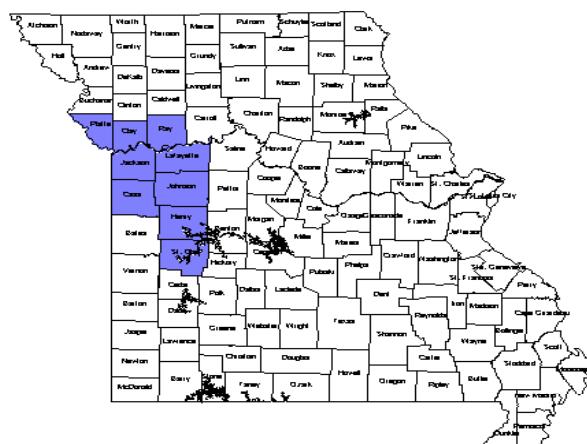
Cass, Clay, Henry, Jackson, Johnson, Lafayette, Platte, Ray,
St.Clair

Kansas Counties in Service Area:

Johnson, Wyandotte

Illinois Counties in Service Area:

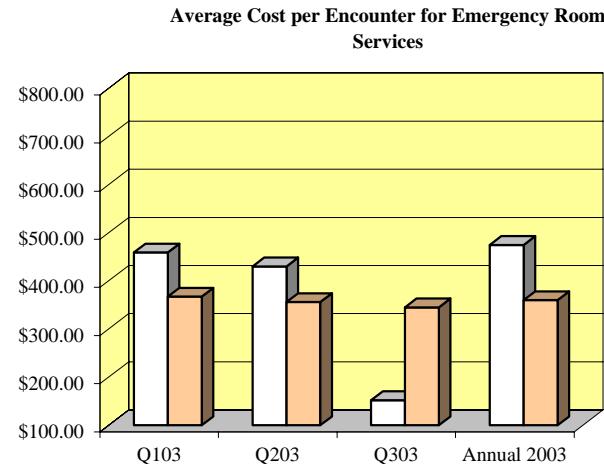
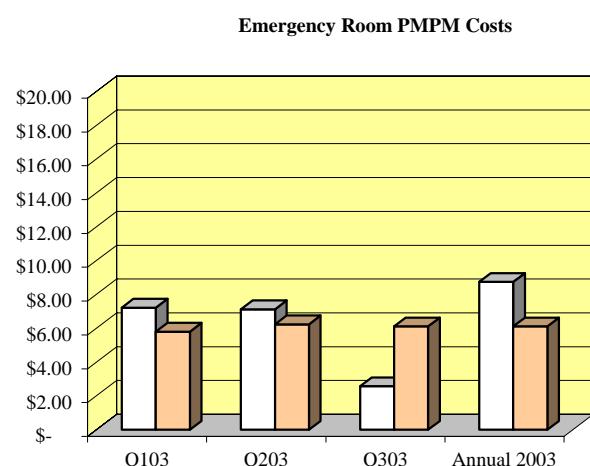
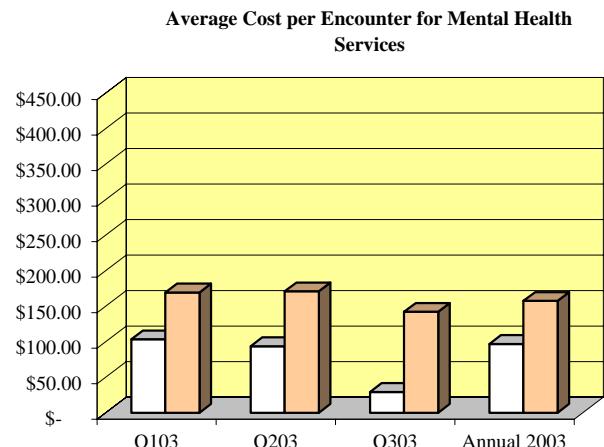
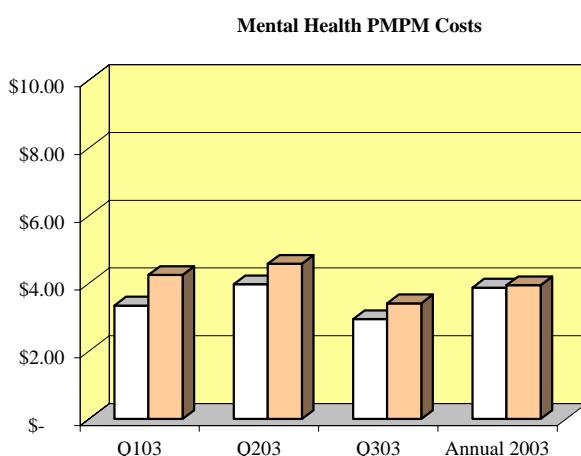
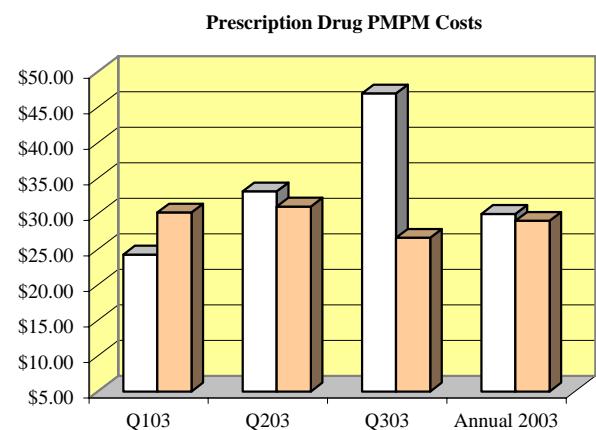
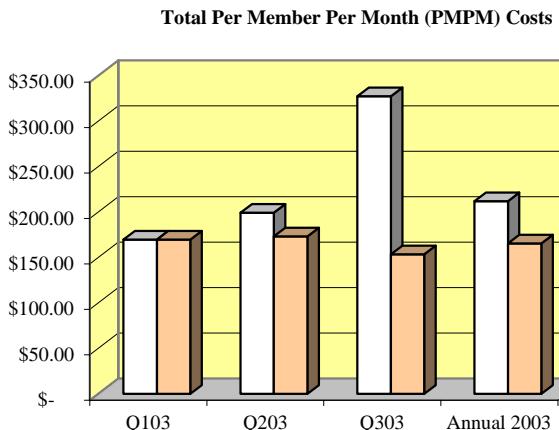
none



FirstGuard Health Plan, Inc.

- Commercial Product

Missouri Costs Comparison



FirstGuard Health Plan, Inc.

Commercial Average

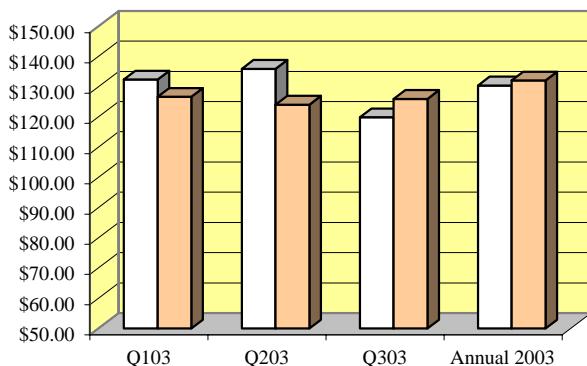
Source: 2003 HMO Annual Supplement Report

FirstGuard Health Plan, Inc.

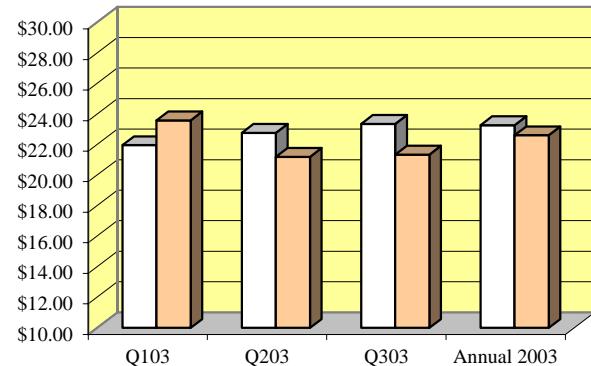
- Medicaid Product

Missouri Costs Comparison

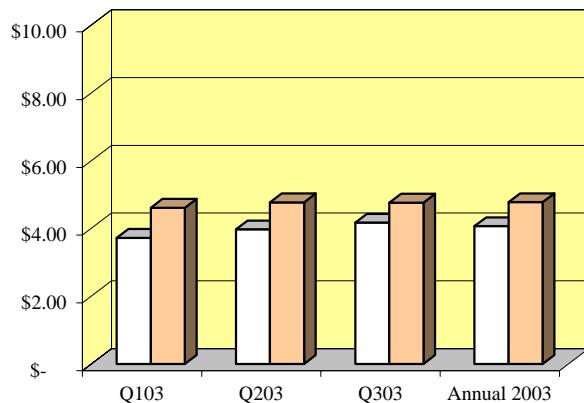
Total Per Member Per Month (PMPM) Costs



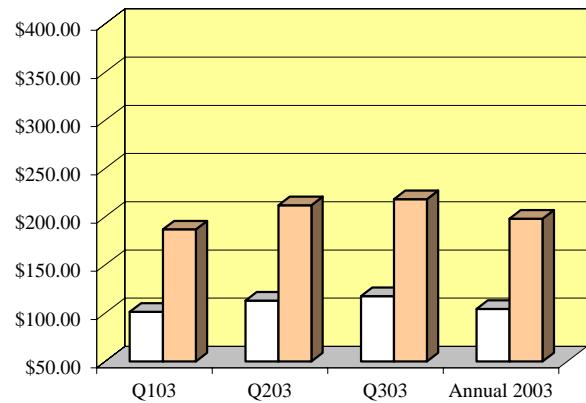
Prescription Drug PMPM Costs



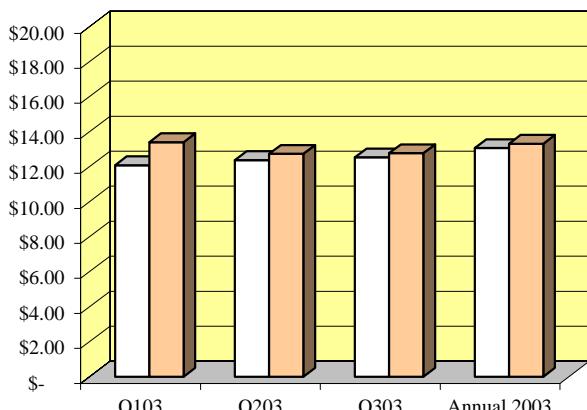
Mental Health PMPM Costs



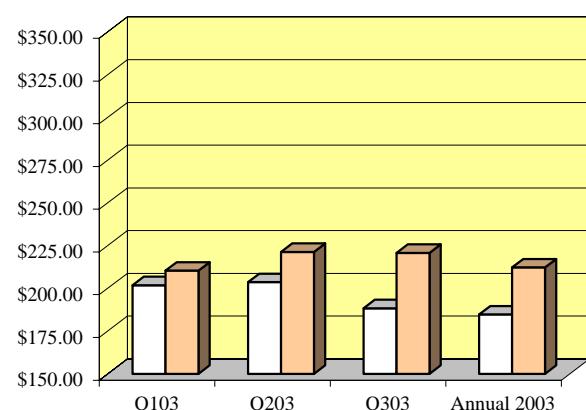
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



FirstGuard Health Plan, Inc.



Medicaid Average

Source: 2003 HMO Annual Supplement Report

FirstGuard Health Plan, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$12,692,131	\$19,826,737	\$23,229,824	\$30,275,721	\$31,204,975
Liabilities	\$8,845,716	\$12,947,160	\$18,680,355	\$22,547,336	\$14,685,074
Total Liabilities, Capital & Surplus	\$3,846,415	\$6,879,577	\$23,229,824	\$30,275,721	\$31,204,975

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$39,083,439	\$51,445,758	\$68,907,724	\$97,417,479	\$86,639,040
Other Healthcare Revenue	\$42,925,552	\$58,394,674	\$76,751,695	\$107,889,962	\$97,775,967
Medical & Hospital Expenses	\$32,209,696	\$42,766,578	\$65,083,748	\$86,909,855	\$69,240,337
Administration Expenses	\$9,080,285	\$10,844,276	\$12,468,537	\$16,232,185	\$15,647,175
Income (Loss) Before Taxes	\$1,635,571	\$4,783,820	(\$1,030,271)	\$4,764,452	\$13,147,802

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	140.0%	149.8%	110.0%	67.9%	91.9%
Medical & Hospital Exp. /Net Premium Income	82.4%	83.1%	94.5%	89.2%	79.9%
Administration Expenses/Total Revenue	21.2%	18.6%	16.2%	15.0%	16.0%

Unpaid Claims Analysis

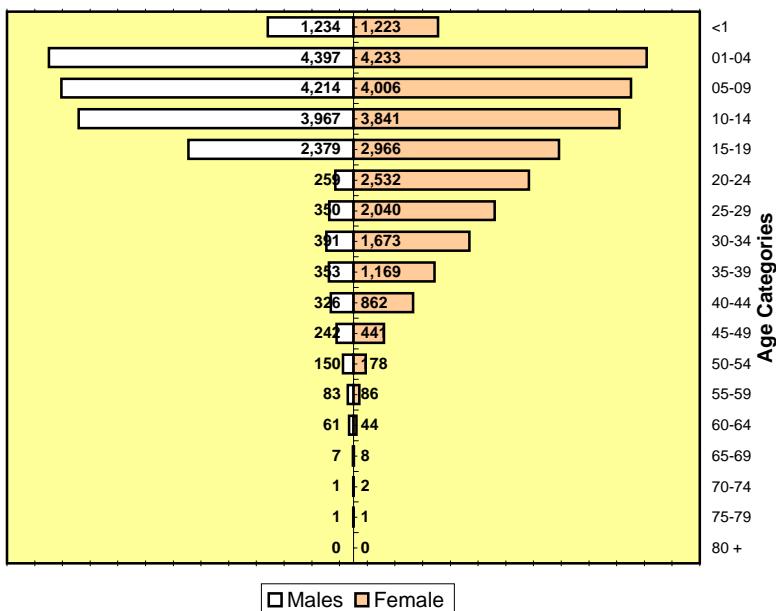
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$5,535,754	\$5,779,110	\$10,227,735	\$11,061,467	\$12,440,928
Estimated Liability of Unpaid Claims Previous Year	\$5,780,000	\$6,700,000	\$10,102,631	\$13,567,915	\$17,168,203

FirstGuard Health Plan, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female
<1	1,234	7%
01-04	4,397	24%
05-09	4,214	23%
10-14	3,967	22%
15-19	2,379	13%
20-24	259	1%
25-29	350	2%
30-34	391	2%
35-39	353	2%
40-44	326	2%
45-49	242	1%
50-54	150	1%
55-59	83	0%
60-64	61	0%
65-69	7	0%
70-74	1	0%
75-79	1	0%
80 +	0	0%
Total	18,415	100%
	25,305	100%



Average Age of Enrollees =

14.3

Missouri Commercial Plans

32.5

Missouri Medicare

n/a

Missouri Medicaid

13.4

Percentage of Female Enrollees =

57.9%

Missouri Commercial Plans

49.5%

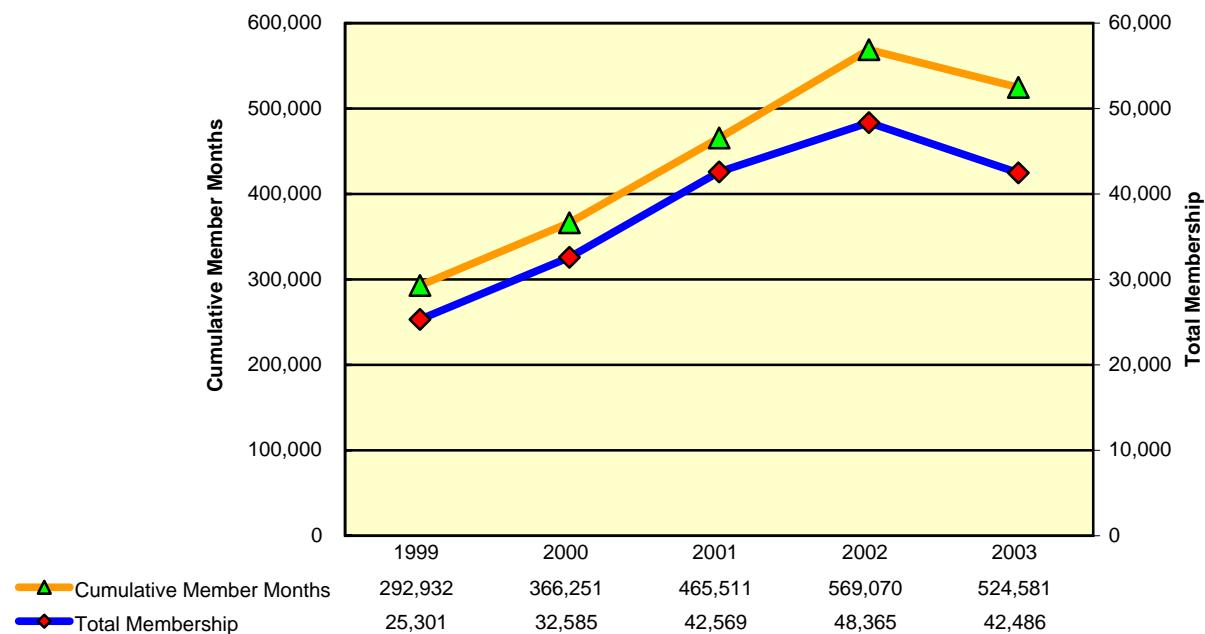
Missouri Medicare

n/a

Missouri Medicaid

58.3%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Good Health HMO, Inc. dba Blue Care, Inc.

Holding Company: Blue Cross & Blue Shield of Kansas City

Main Administrative Office

Mailing Address:
2301 Main Street
Kansas City MO 64108-2428
(816)395-2222

Incorporated: October 21, 1988

Admitted to Missouri: July 1, 1991

URAC Accreditation: Full

NCQA Accreditation: Excellent

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

John Willard Kennedy

Secretary:

Charles Brent Bertram

Chief Financial Officer:

Marilyn Romans

Chief Medical Officer:

Frank DiTirro

Other Officers:

2003 Year-End Directors:

John Willard Kennedy

Roger Lee Foreman

Marilyn Teague Tromans

2003 Missouri Enrollment:

Total Missouri member months for the year:

464,989

Missouri members at the end of the year:

40,722

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

668,832

Plan Wide members at the end of the year:

58,596

Missouri Counties in Service Area:

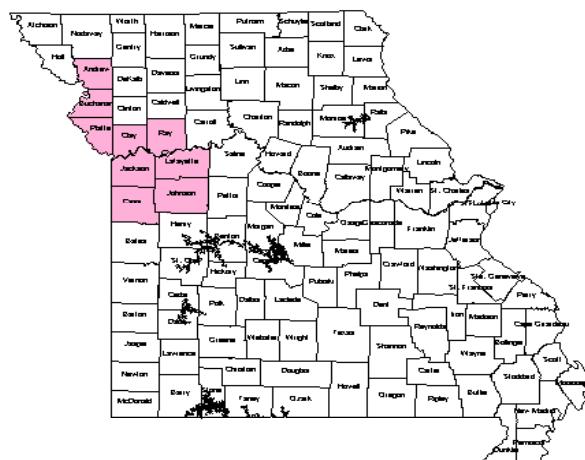
Andrew, Buchanan, Cass, Clay, Jackson, Johnson, Lafayette,
Platte, Ray

Kansas Counties in Service Area:

Johnson, Wyandotte

Illinois Counties in Service Area:

none

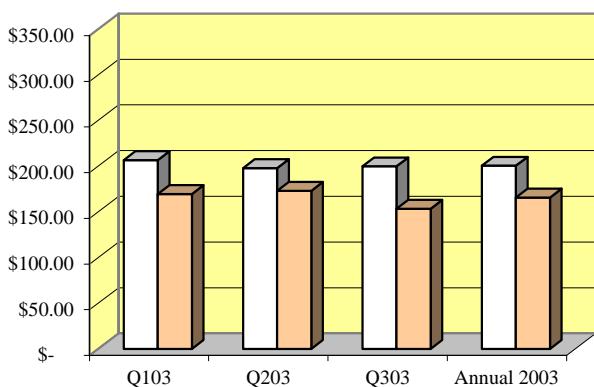


Good Health HMO, Inc. dba Blue Care, Inc.

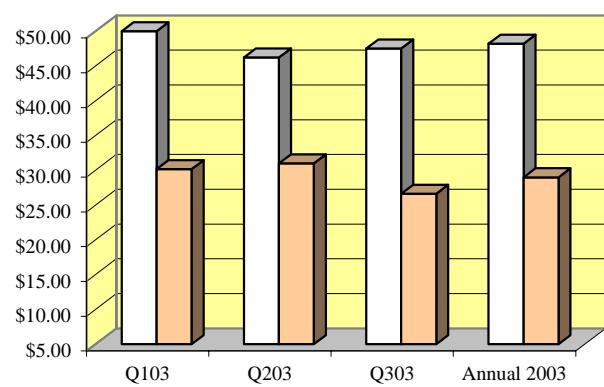
- Commercial Product

Missouri Costs Comparison

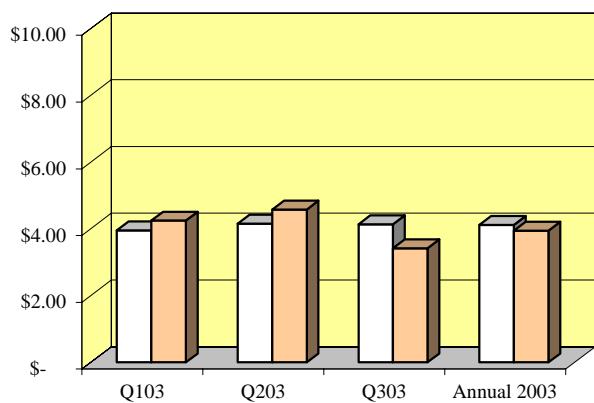
Total Per Member Per Month (PMPM) Costs



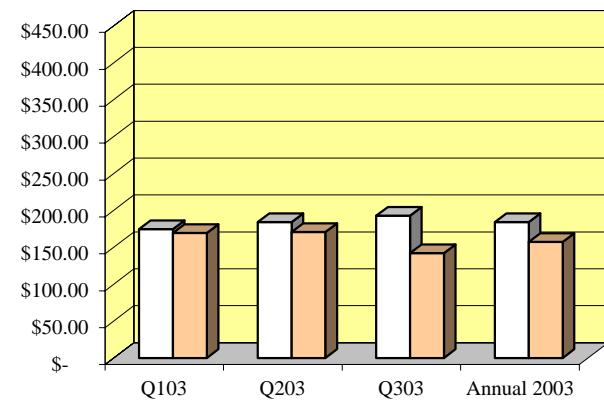
Prescription Drug PMPM Costs



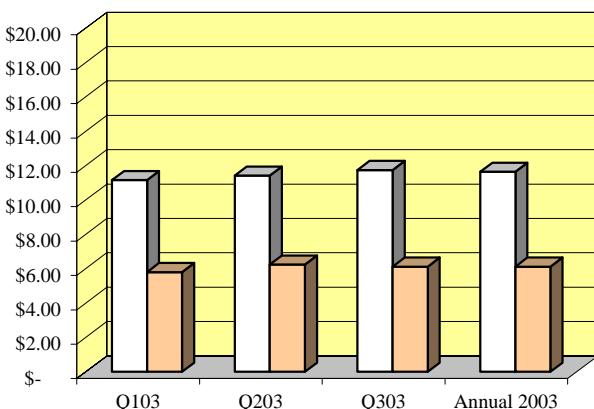
Mental Health PMPM Costs



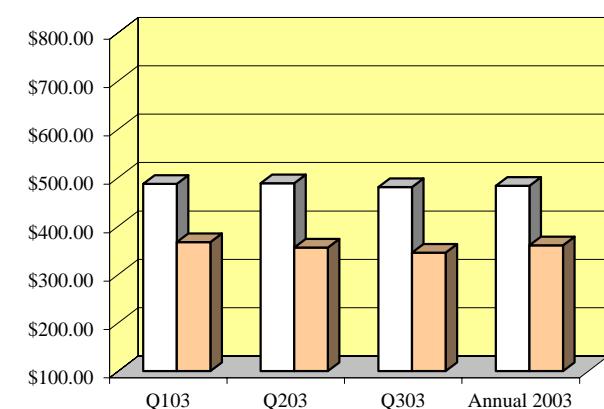
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Good Health HMO, Inc. dba Blue Care, Inc.



Commercial Average

Source: 2003 HMO Annual Supplement Report

Good Health HMO, Inc. dba Blue Care, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$40,483,631	\$37,188,981	\$31,391,562	\$35,840,592	\$40,896,200
Liabilities	\$23,003,535	\$21,119,905	\$14,075,964	\$13,286,444	\$15,723,589
Total Liabilities, Capital & Surplus	\$17,480,096	\$16,069,076	\$31,391,562	\$35,840,592	\$40,896,200

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$113,128,909	\$130,831,199	\$93,746,100	\$129,806,944	\$160,757,342
Other Healthcare Revenue	\$113,330,719	\$129,591,176	\$93,746,100	\$129,806,944	\$160,757,342
Medical & Hospital Expenses	\$101,390,831	\$113,317,565	\$80,645,298	\$107,462,406	\$135,599,811
Administration Expenses	\$13,699,660	\$16,229,839	\$7,738,841	\$9,267,873	\$13,055,195
Income (Loss) Before Taxes	(\$1,759,772)	\$43,772	\$2,135,736	\$10,204,467	\$7,285,843

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	65.3%	51.3%	21.8%	74.1%	46.1%
Medical & Hospital Exp./Net Premium Income	89.6%	86.6%	86.0%	82.8%	84.4%
Administration Expenses/Total Revenue	12.1%	12.5%	8.3%	7.1%	8.1%

Unpaid Claims Analysis

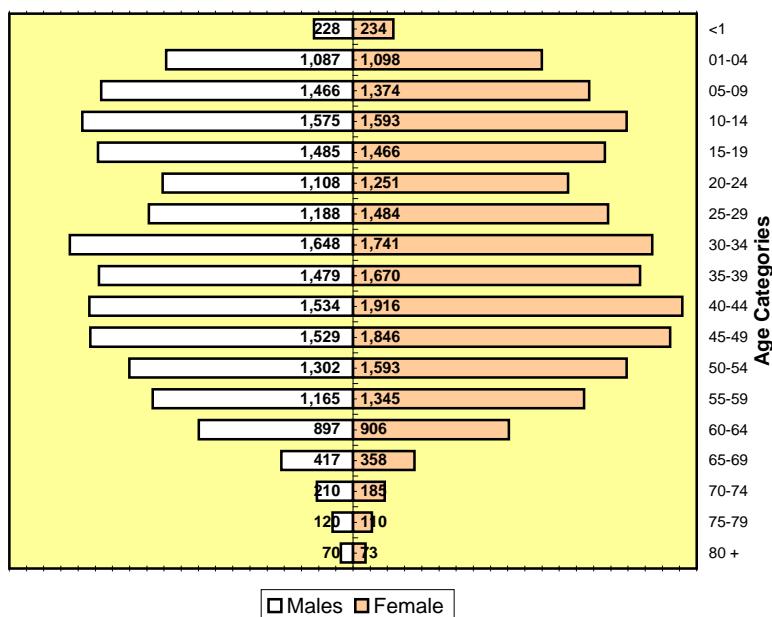
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$5,171,039	\$9,938,351	\$10,575,142	\$7,441,419	\$10,024,501
Estimated Liability of Unpaid Claims Previous Year	\$6,377,769	\$12,018,311	\$10,857,678	\$9,938,662	\$9,987,896

Good Health HMO, Inc. dba Blue Care, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males		Female	
<1	228	1%	234	1%
01-04	1,087	6%	1,098	5%
05-09	1,466	8%	1,374	7%
10-14	1,575	9%	1,593	8%
15-19	1,485	8%	1,466	7%
20-24	1,108	6%	1,251	6%
25-29	1,188	6%	1,484	7%
30-34	1,648	9%	1,741	9%
35-39	1,479	8%	1,670	8%
40-44	1,534	8%	1,916	9%
45-49	1,529	8%	1,846	9%
50-54	1,302	7%	1,593	8%
55-59	1,165	6%	1,345	7%
60-64	897	5%	906	4%
65-69	417	2%	358	2%
70-74	210	1%	185	1%
75-79	120	1%	110	1%
80 +	70	0%	73	0%
Total	18,508	100%	20,243	100%



Average Age of Enrollees =

Missouri Commercial Plans

Missouri Medicare

Missouri Medicaid

33,1

33.1

n/a

n/a

Percentage of Female Enrollees =

Percentage of Small Business Owners Missouri Commercial Plans

Missouri Medicare

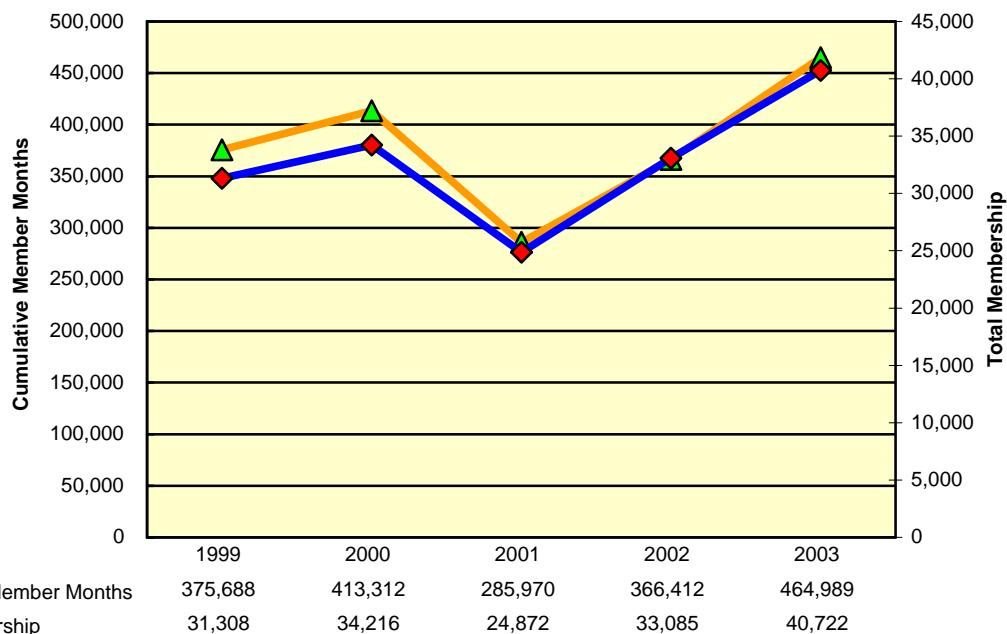
Missouri Medicaid

52.2%

52.2%

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Great-West Healthcare of Kansas/Missouri, Inc.

Holding Company: Great-West Life & Annuity Insurance Company

Main Administrative Office

Mailing Address:

10851 Mastin Blvd. Ste200, Corp Woods Bldg. 82
Overland Park KS 66210
(913)491-9436

Incorporated: March 17,1999

Admitted to Missouri: March 30, 2001

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Kansas

Tax Status: For Profit

2003 Year-End Officers:

President:

Donald Alan Franke

Secretary:

Richard George Schultz

Chief Financial Officer:

M.T.G. Graye

Chief Medical Officer:

M.A. Friedberg, MD.

Other Officers:

Michael Allen Friedberg, MD.

2003 Year-End Directors:

Donna Anne Goldin

Deborah Lynn Origer

Martin Rosenbaum

2003 Missouri Enrollment:

Total Missouri member months for the year:

16,247

Missouri members at the end of the year:

1,275

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

16,247

Plan Wide members at the end of the year:

1,275

Missouri Counties in Service Area:

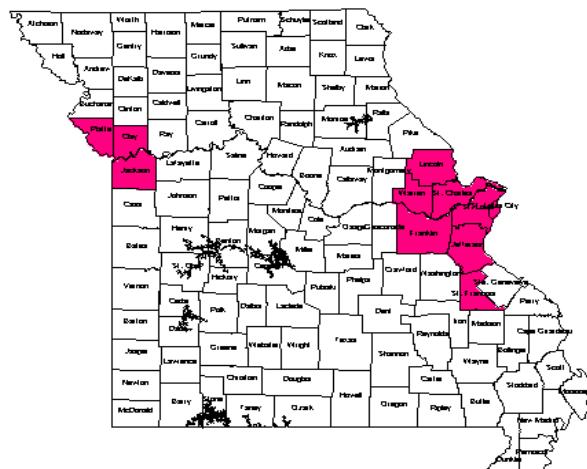
Clay, Franklin, Jackson, Jefferson, Lincoln, Platte, St.Charles, St.Francois, St.Louis, St.LouisCity, Warren

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

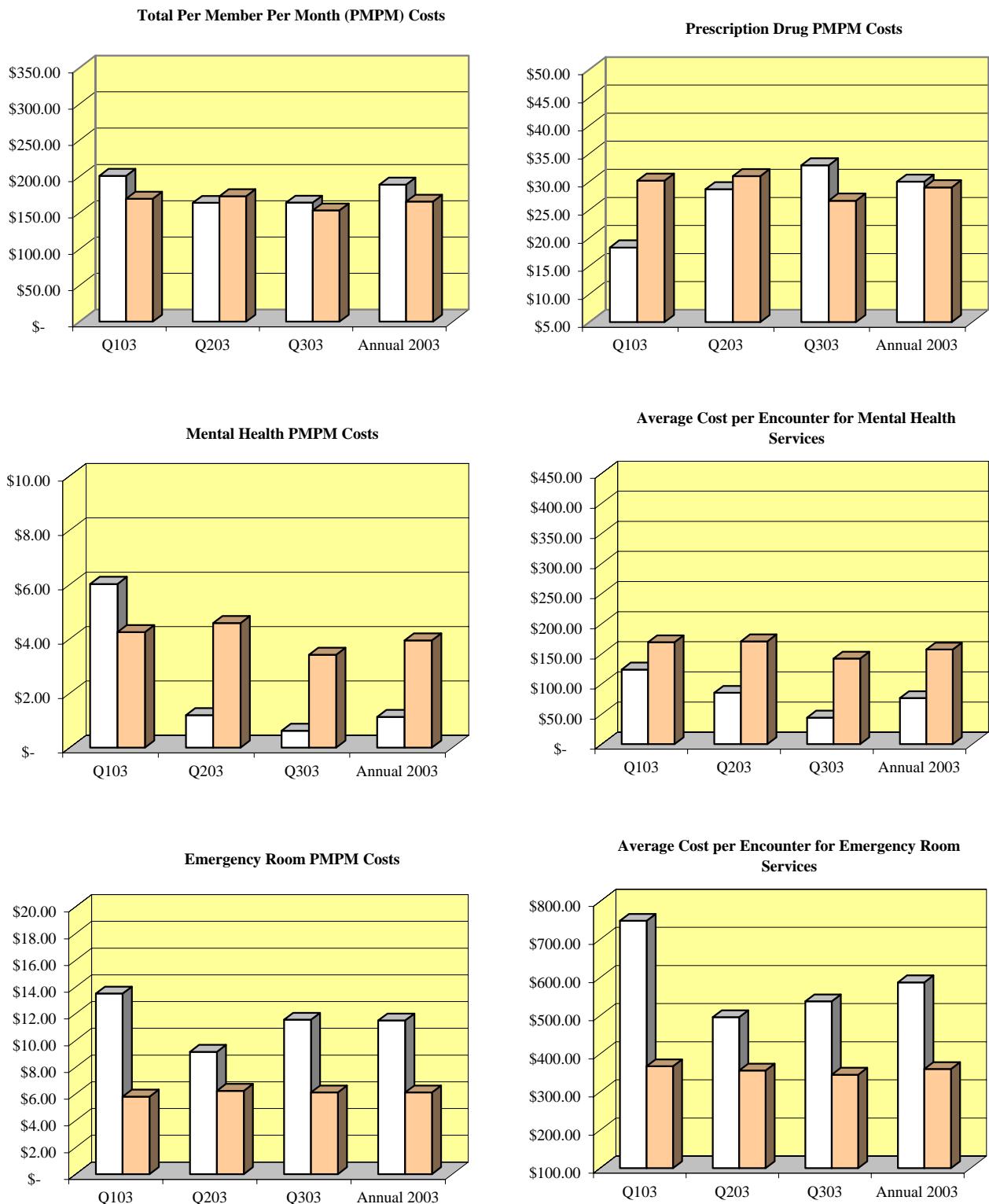
Madison, Monroe, Randolph, St.Clair



Great-West Healthcare of Kansas/Missouri, Inc.

- Commercial Product

Missouri Costs Comparison



Source: 2003 HMO Annual Supplement Report

Great-West Healthcare of Kansas/Missouri, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$0	\$0	\$4,152,891	\$4,141,952	\$4,298,043
Liabilities	\$0	\$0	\$1,300,199	\$408,734	\$531,987
Total Liabilities, Capital & Surplus	\$0	\$0	\$4,152,891	\$4,141,952	\$4,298,043

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$0	\$0	\$804,289	\$3,624,283	\$3,637,159
Other Healthcare Revenue	\$0	\$0	\$804,289	\$3,624,283	\$3,637,159
Medical & Hospital Expenses	\$0	\$0	\$710,844	\$2,237,350	\$3,198,099
Administration Expenses	\$0	\$0	\$453,271	\$531,888	\$380,755
Income (Loss) Before Taxes	\$0	\$0	(\$141,029)	\$1,139,019	\$59,136

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	0.0%	0.0%	70.8%	141.9%	210.4%
Medical & Hospital Exp. /Net Premium Income	0.0%	0.0%	88.4%	61.7%	87.9%
Administration Expenses/Total Revenue	0.0%	0.0%	56.4%	14.7%	10.5%

Unpaid Claims Analysis

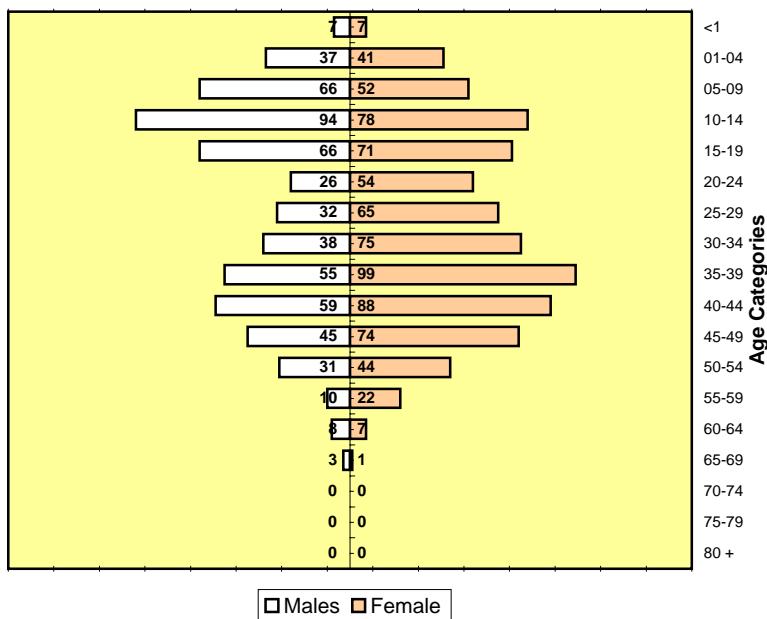
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$0	\$0	\$0	\$114,104	\$276,568
Estimated Liability of Unpaid Claims Previous Year	\$0	\$0	\$0	\$337,528	\$290,228

Great-West Healthcare of Kansas/Missouri, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

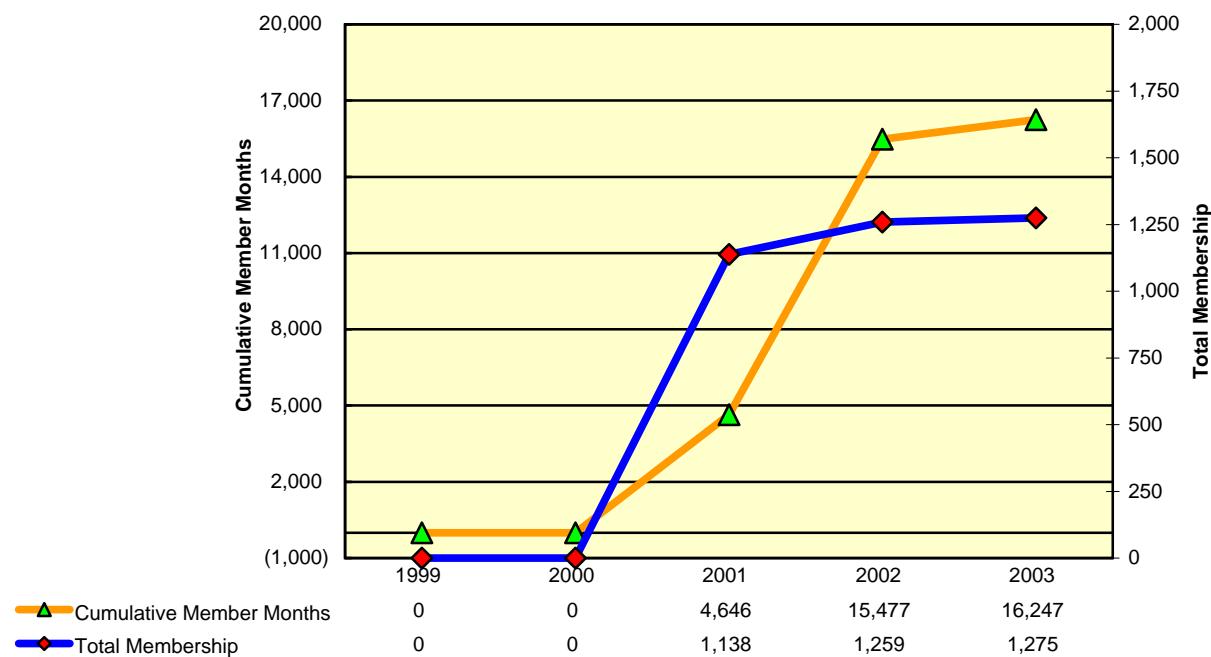
Age	Males	Female
<1	7	7
01-04	37	41
05-09	66	52
10-14	94	78
15-19	66	71
20-24	26	54
25-29	32	65
30-34	38	75
35-39	55	99
40-44	59	88
45-49	45	74
50-54	31	44
55-59	10	22
60-64	8	7
65-69	3	1
70-74	0	0
75-79	0	0
80 +	0	0
Total	577	778
	100%	100%



Average Age of Enrollees = 27.9
 Missouri Commercial Plans 27.9
 Missouri Medicare n/a
 Missouri Medicaid n/a

Percentage of Female Enrollees = 57.4%
 Missouri Commercial Plans 57.4%
 Missouri Medicare n/a
 Missouri Medicaid n/a

Missouri Membership Trends



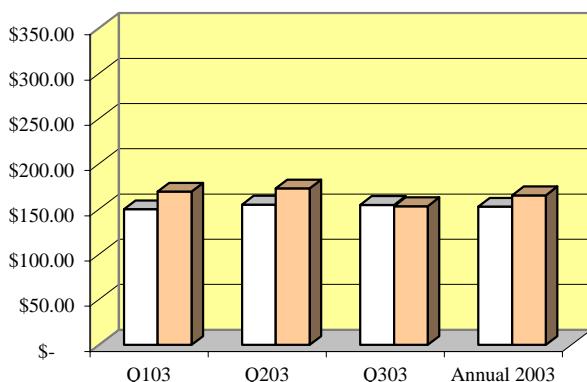
*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Group Health Plan, Inc.

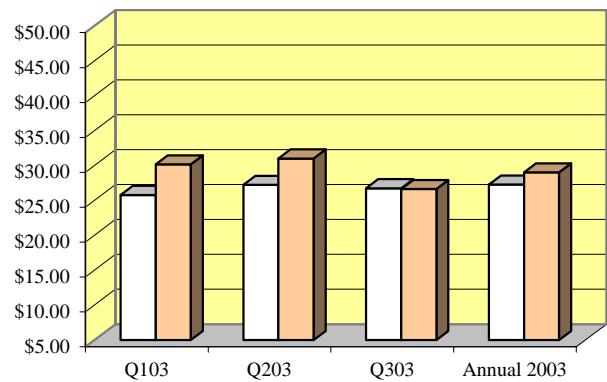
- Commercial Product

Missouri Costs Comparison

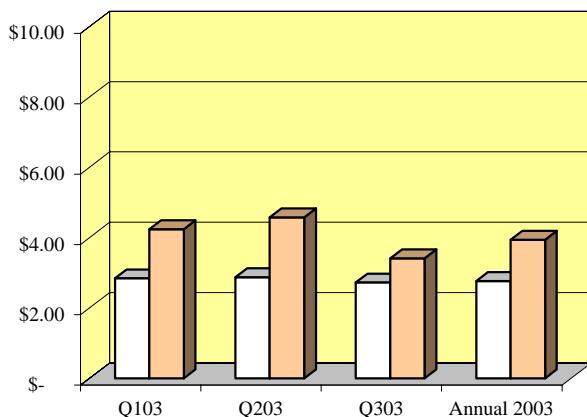
Total Per Member Per Month (PMPM) Costs



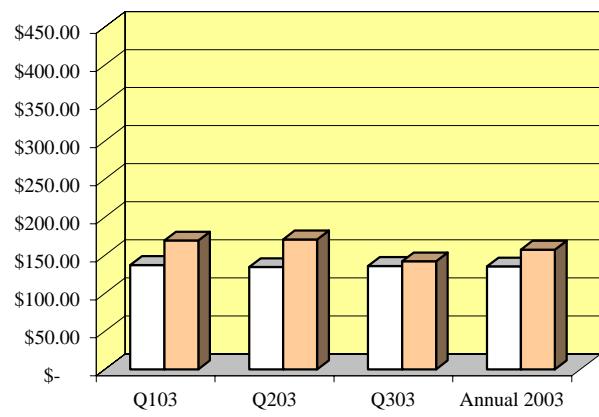
Prescription Drug PMPM Costs



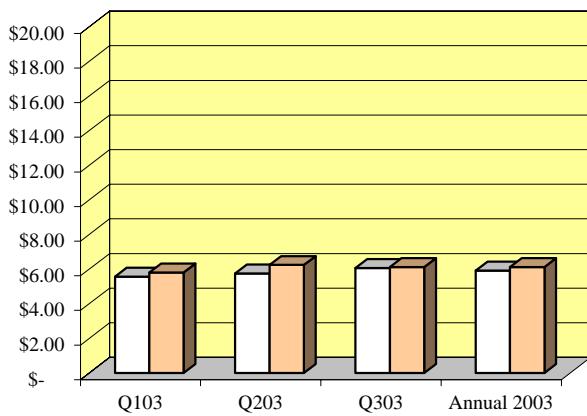
Mental Health PMPM Costs



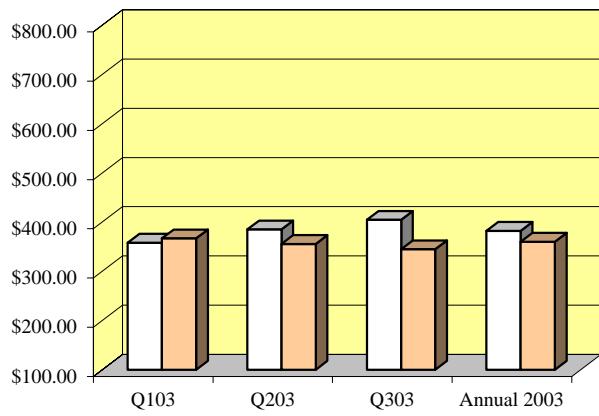
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Group Health Plan, Inc.



Commercial Average

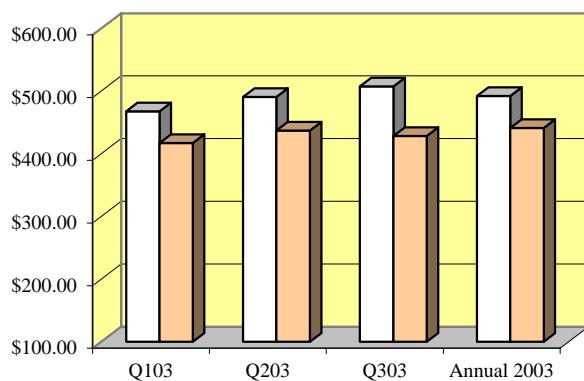
Source: 2003 HMO Annual Supplement Report

Group Health Plan, Inc.

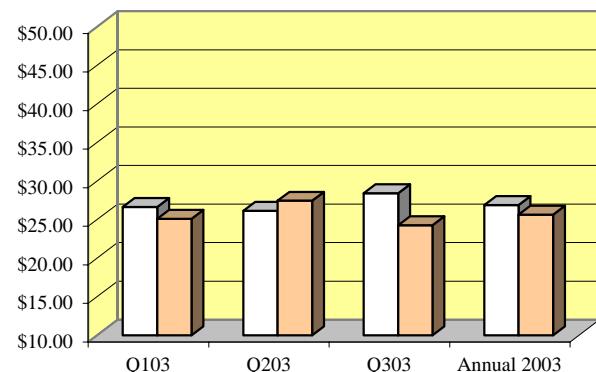
- Medicare Product

Missouri Costs Comparison

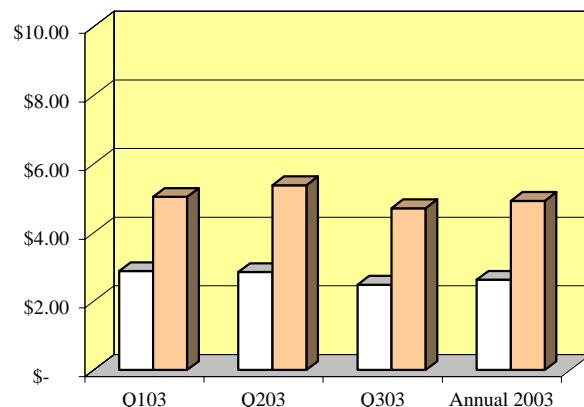
Total Per Member Per Month (PMPM) Costs



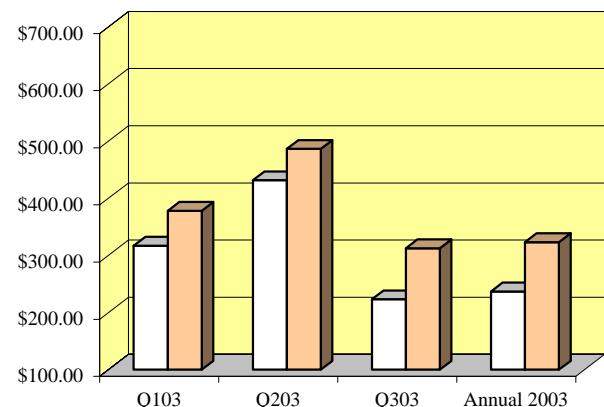
Prescription Drug PMPM Costs



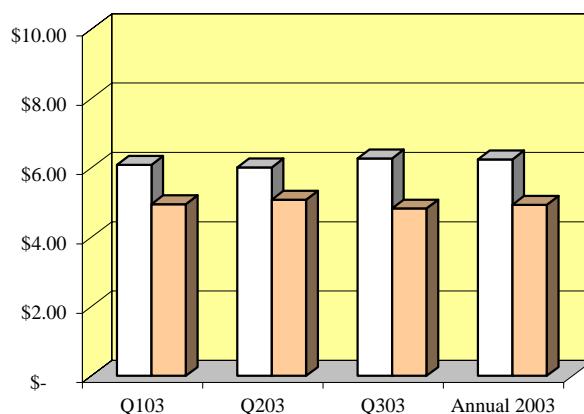
Mental Health PMPM Costs



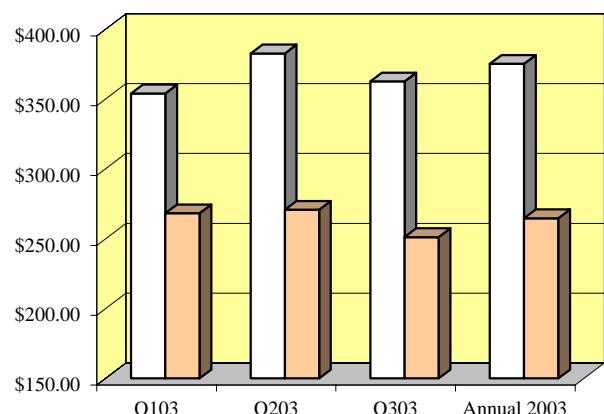
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Group Health Plan, Inc.



Medicare Average

Source: 2003 HMO Annual Supplement Report

Group Health Plan, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$127,073,554	\$129,144,687	\$139,935,106	\$155,708,415	\$171,351,984
Liabilities	\$104,959,022	\$97,054,110	\$104,171,547	\$83,829,752	\$90,287,929
Total Liabilities, Capital & Surplus	\$22,114,532	\$32,090,577	\$139,935,106	\$155,708,415	\$171,351,984

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$498,433,225	\$550,899,007	\$495,235,306	\$450,025,079	\$541,151,425
Other Healthcare Revenue	\$508,400,916	\$562,221,428	\$496,816,071	\$452,011,376	\$541,151,425
Medical & Hospital Expenses	\$465,495,468	\$490,914,156	\$440,667,483	\$358,522,780	\$427,809,374
Administration Expenses	\$65,751,748	\$64,935,630	\$44,365,358	\$43,248,775	\$40,481,641
Income (Loss) Before Taxes	(\$22,846,300)	\$6,371,642	\$9,834,600	\$50,442,555	\$63,278,826

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	85.5%	35.6%	32.0%	20.7%	32.5%
Medical & Hospital Exp./Net Premium Income	93.4%	89.1%	89.0%	79.7%	79.1%
Administration Expenses/Total Revenue	12.9%	11.5%	8.9%	9.6%	7.5%

Unpaid Claims Analysis

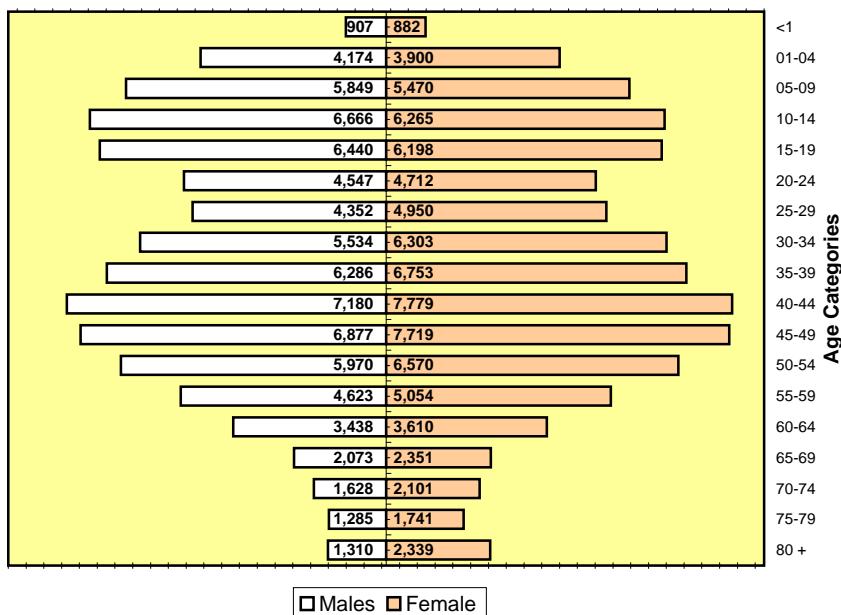
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$56,451,647	\$44,609,776	\$58,870,530	\$65,252,139	\$41,177,467
Estimated Liability of Unpaid Claims Previous Year	\$66,744,292	\$58,301,545	\$57,838,355	\$73,041,381	\$52,182,610

Group Health Plan, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males		Female	
<1	907	1%	882	1%
01-04	4,174	5%	3,900	5%
05-09	5,849	7%	5,470	6%
10-14	6,666	8%	6,265	7%
15-19	6,440	8%	6,198	7%
20-24	4,547	6%	4,712	6%
25-29	4,352	5%	4,950	6%
30-34	5,534	7%	6,303	7%
35-39	6,286	8%	6,753	8%
40-44	7,180	9%	7,779	9%
45-49	6,877	9%	7,719	9%
50-54	5,970	8%	6,570	8%
55-59	4,623	6%	5,054	6%
60-64	3,438	4%	3,610	4%
65-69	2,073	3%	2,351	3%
70-74	1,628	2%	2,101	2%
75-79	1,285	2%	1,741	2%
80 +	1,310	2%	2,339	3%
Total	79,139	100%	84,697	100%



Average Age of Enrollees =

Missouri Commercial Plans

Missouri Medicare

Missouri Medicaid

35,7

32.8

75.0

n/a

Percentage of Female Enrollees =

Percentage of Private Lenders

Missouri Medicare

Missouri Medicaid

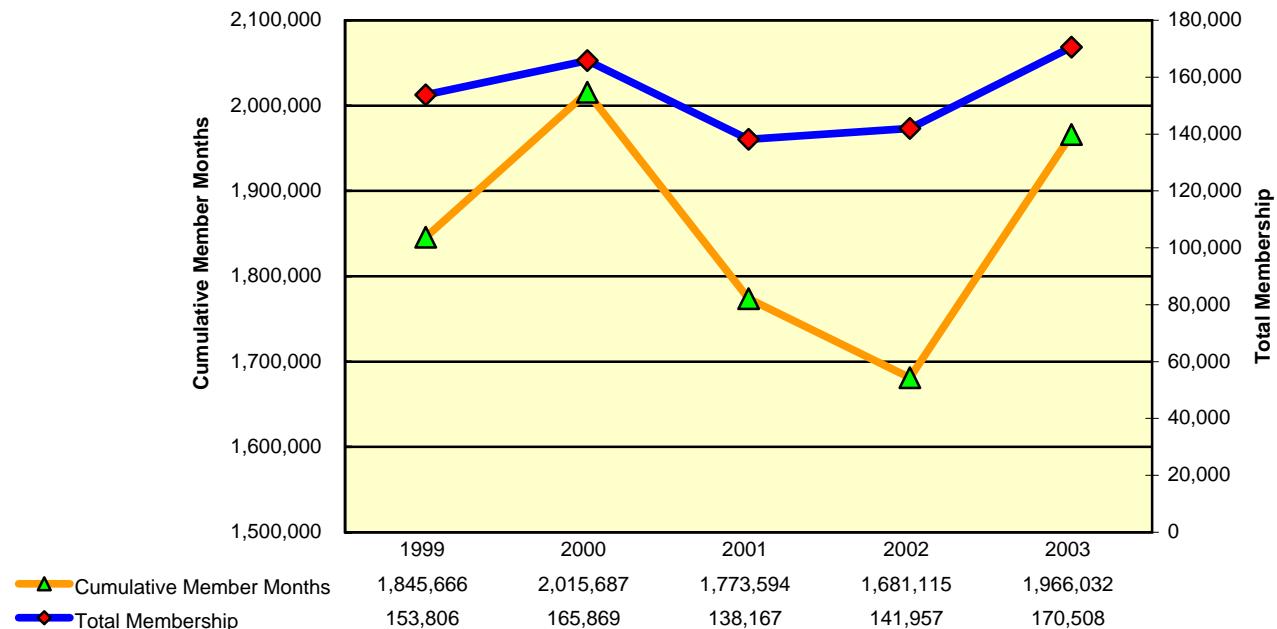
51.7%

51.1%

59.7%

n/a

Missouri Membership Trends



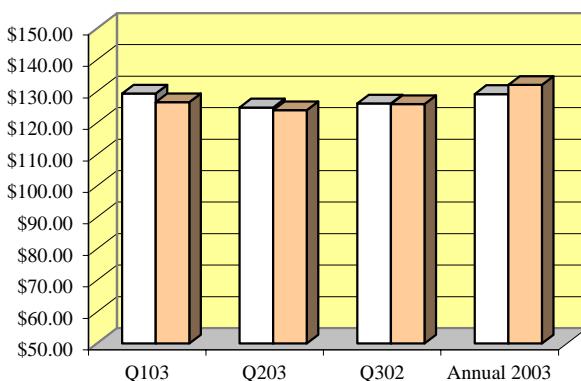
*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Healthcare USA of Missouri, LLC

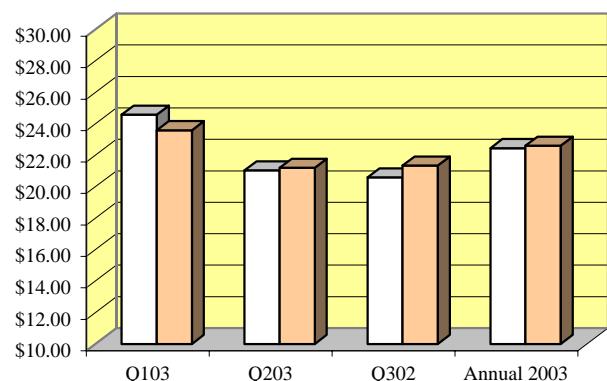
- Medicaid Product

Missouri Costs Comparison

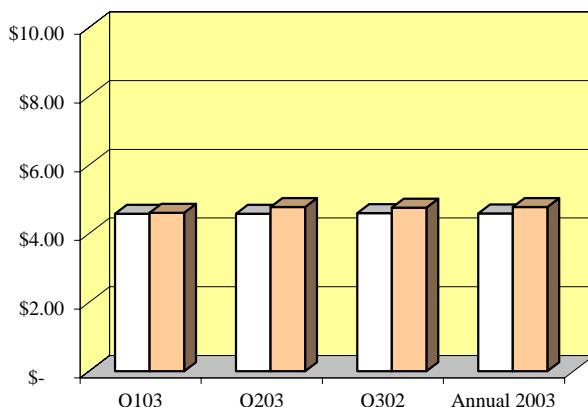
Total Per Member Per Month (PMPM) Costs



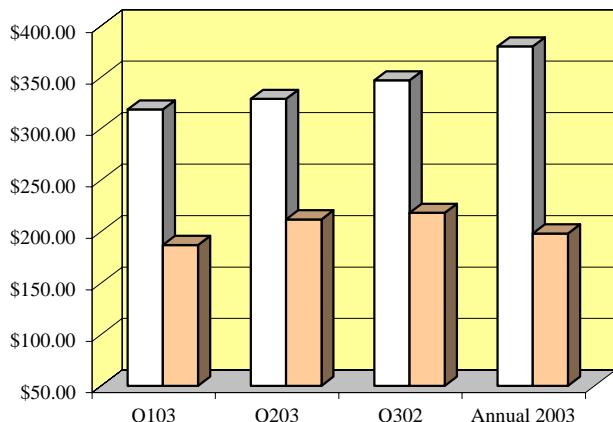
Prescription Drug PMPM Costs



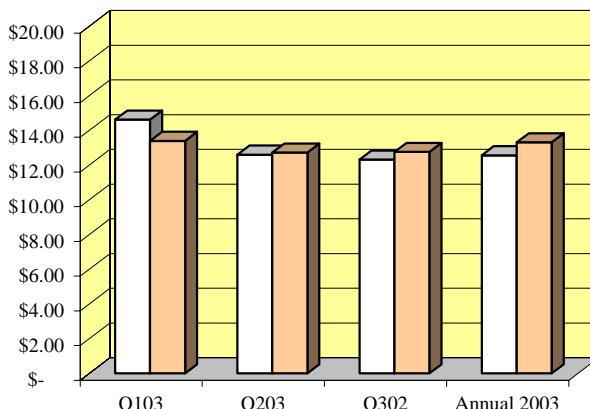
Mental Health PMPM Costs



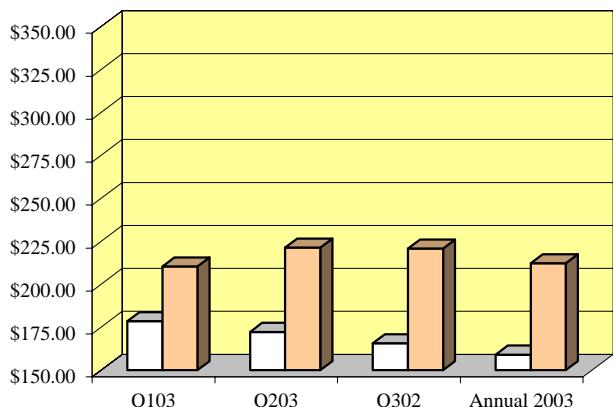
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Healthcare USA of Missouri, LLC



Medicaid Average

Source: 2003 HMO Annual Supplement Report

Healthcare USA of Missouri, LLC

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$30,773,513	\$38,476,696	\$50,026,167	\$52,654,774	\$63,170,691
Liabilities	\$17,124,550	\$20,907,349	\$26,457,790	\$22,495,991	\$32,233,644
Total Liabilities, Capital & Surplus	\$13,648,963	\$17,569,347	\$50,026,167	\$52,602,874	\$63,170,691

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$127,599,176	\$161,555,333	\$214,037,125	\$251,644,944	\$327,287,649
Other Healthcare Revenue	\$128,377,432	\$163,154,569	\$214,037,125	\$251,644,944	\$327,367,699
Medical & Hospital Expenses	\$107,245,339	\$136,827,804	\$181,164,168	\$212,490,656	\$280,718,819
Administration Expenses	\$14,244,150	\$18,266,656	\$17,439,651	\$19,586,177	\$24,811,847
Income (Loss) Before Taxes	\$6,887,943	\$8,060,109	\$11,542,422	\$15,538,256	\$14,925,709

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	182.3%	115.2%	113.4%	144.7%	100.9%
Medical & Hospital Exp. /Net Premium Income	84.0%	84.7%	84.6%	84.4%	85.8%
Administration Expenses/Total Revenue	11.1%	11.2%	8.1%	7.8%	7.6%

Unpaid Claims Analysis

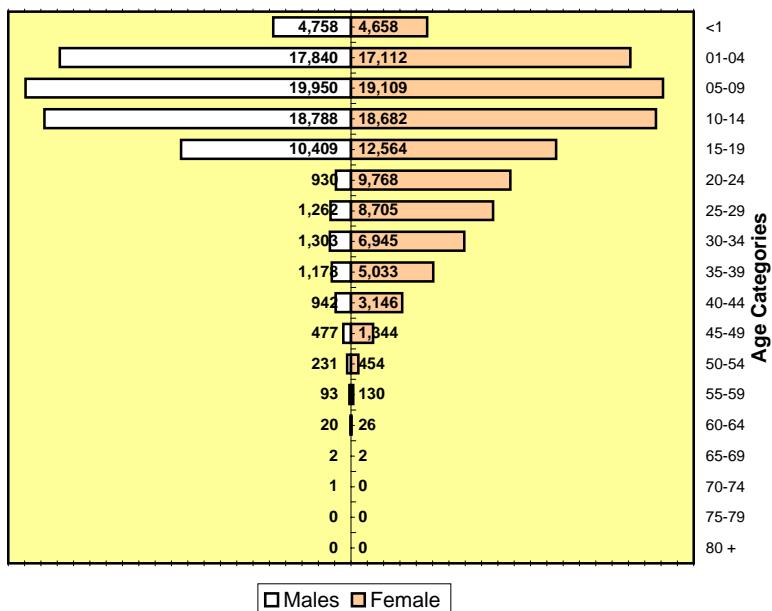
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$9,140,649	\$10,789,890	\$13,037,699	\$16,222,257	\$18,621,958
Estimated Liability of Unpaid Claims Previous Year	\$16,093,941	\$12,434,639	\$14,498,057	\$23,137,295	\$21,306,969

Healthcare USA of Missouri, LLC

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

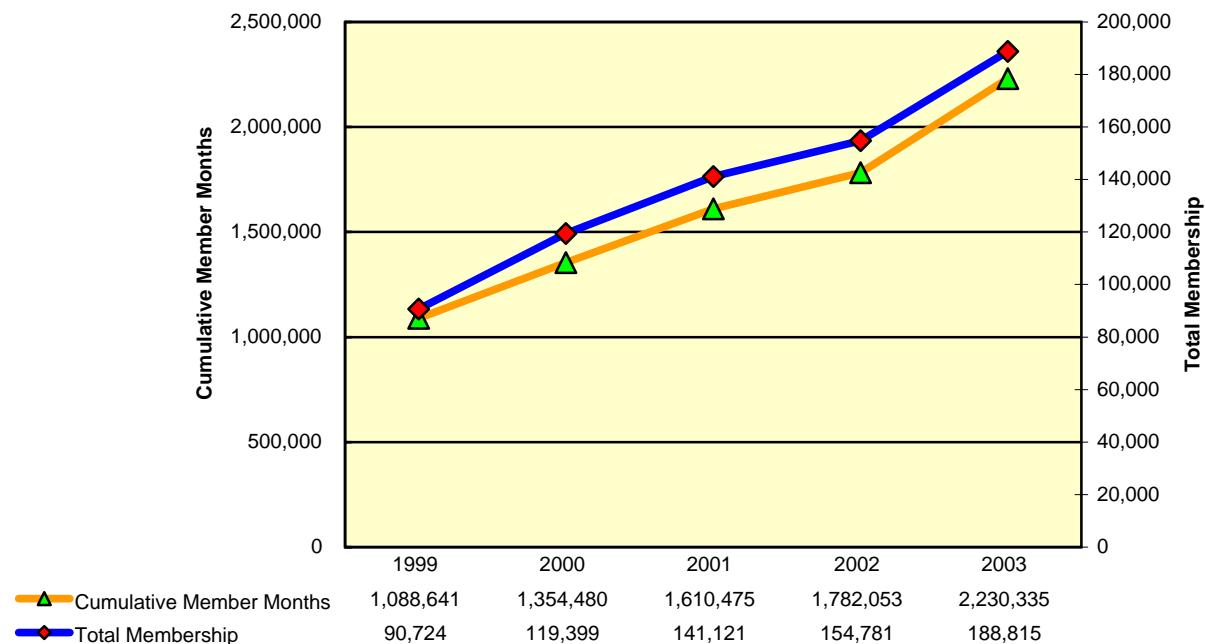
Age	Males	Female
<1	4,758	4,658
01-04	17,840	17,112
05-09	19,950	19,109
10-14	18,788	18,682
15-19	10,409	12,564
20-24	930	9,768
25-29	1,262	8,705
30-34	1,303	6,945
35-39	1,178	5,033
40-44	942	3,146
45-49	477	1,344
50-54	231	454
55-59	93	130
60-64	20	26
65-69	2	2
70-74	1	0
75-79	0	0
80 +	0	0
Total	78,184	107,678
	100%	100%



Average Age of Enrollees = 13.4
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 13.4

Percentage of Female Enrollees = 57.9%
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 57.9%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

HealthLink HMO, Inc.

Holding Company: WellPoint Health Networks Inc.

Main Administrative Office

Mailing Address:

4553 La Tienda Drive
Thousand Oaks CA 91362
(877)864-2273

Incorporated: July 29,1992

Admitted to Missouri: January 14, 1993

Federally Qualified: N/A

URAC Accreditation: Full

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

David T. Ott

Secretary:

Thomas Christopher Geiser

Chief Financial Officer:

James Darrell Kenneth Lindgren

Chief Medical Officer:

John Seidenfeld, MD.

Other Officers:

Courtney Walter

M. Lynn Yearwood

Bruce M. Gosser

2003 Year-End Directors:

Leanard D. Schaeffer

David T. Ott

John A. O'Rourke

2003 Missouri Enrollment:

Total Missouri member months for the year:

*

Missouri members at the end of the year:

*

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

*

Plan Wide members at the end of the year:

*

Missouri Counties in Service Area:

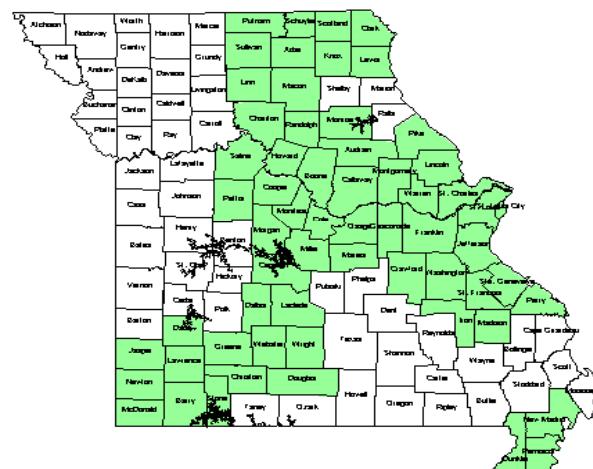
Adair, Audrain, Barry, Boone, Callaway, Camden, Chariton, Christian, Clark, Cole, Cooper, Crawford, Dade, Dallas, Douglas, Dunklin, Franklin, Gasconade, Greene, Howard, Iron, Jasper, Jefferson, Knox, Laclede, Lawrence, Lewis, Lincoln, Linn, Macon, Madison, Maries, McDonald, Miller, Moniteau, Monroe, Montgomery, Morgan, NewMadrid, Newton, Osage, Pemiscot, Perry, Pettis, Pike, Putnam, Randolph, Saline, Schuyler, Scotland, St.Charles, St.Francois, St.LouisCity, St.Louis, Ste.Genevieve, Stone, Sullivan, Warren, Washington, Webster, Wright

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

Clinton, Jersey, Madison, Monroe, St.Clair



HMO Missouri, Inc. dba Blue Choice

Holding Company: Wellpoint Health Networks, Inc.

Main Administrative Office

Mailing Address:

4553 La Tienda Drive
Thousand Oaks CA 91362
(877)864-2273

Incorporated: May 28, 1987

Admitted to Missouri: July 1, 1991

Federally Qualified: August 31, 1989

NCQA Accreditation: Excellent

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Angela Fick Braly

Secretary:

Thomas Christopher Geiser

Chief Financial Officer:

James Darrell Kenneth Lindgren

Chief Medical Officer:

John Seidenfeld

Other Officers:

2003 Year-End Directors:

John Allen O'Rourke

Leonard David Schaeffer

2003 Missouri Enrollment:

Total Missouri member months for the year:

1,226,976

Missouri members at the end of the year:

101,912

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

1,226,976

Plan Wide members at the end of the year:

101,912

Missouri Counties in Service Area:

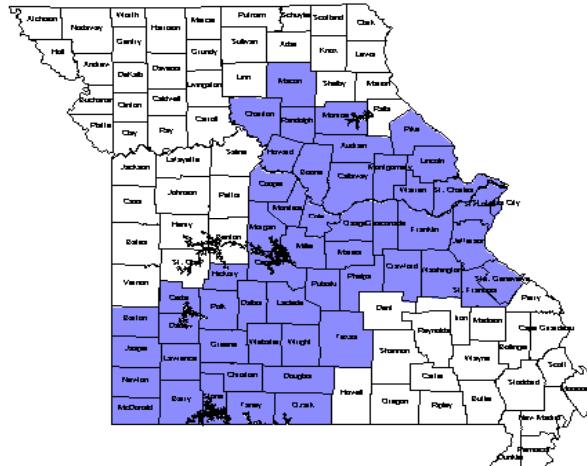
Audrain, Barry, Barton, Boone, Callaway, Camden, Cedar, Chariton, Christian, Cole, Cooper, Crawford, Dade, Dallas, Douglas, Franklin, Gasconade, Greene, Hickory, Howard, Jasper, Jefferson, Laclede, Lawrence, Lincoln, Macon, Maries, McDonald, Miller, Moniteau, Monroe, Montgomery, Morgan, Newton, Osage, Ozark, Phelps, Pike, Polk, Pulaski, Randolph, St.Charles, St.Francois, St.LouisCity, St.Louis, Ste.Genevieve, Stone, Taney, Texas, Warren, Washington, Webster, Wright

Kansas Counties in Service Area:

Bourbon, Butler, Cherokee, Crawford, Greenwood, Johnson, Labette, Sedgewick, Shawnee

Illinois Counties in Service Area:

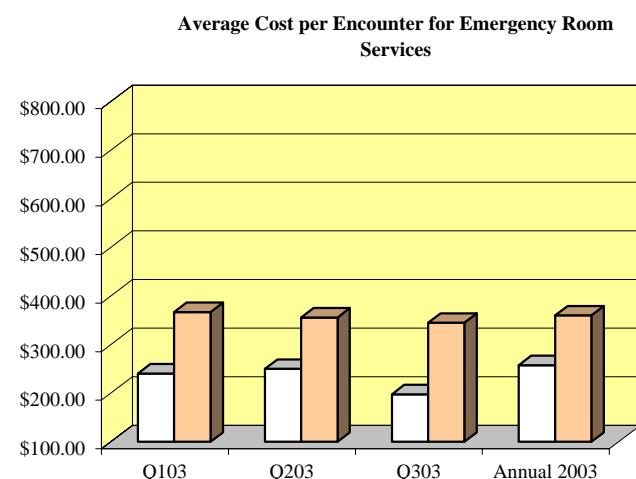
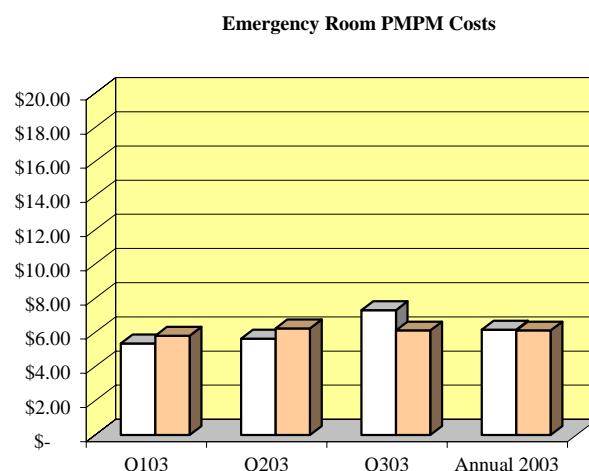
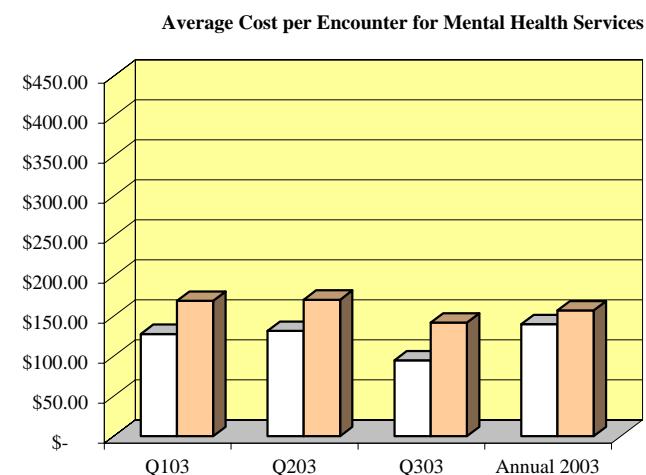
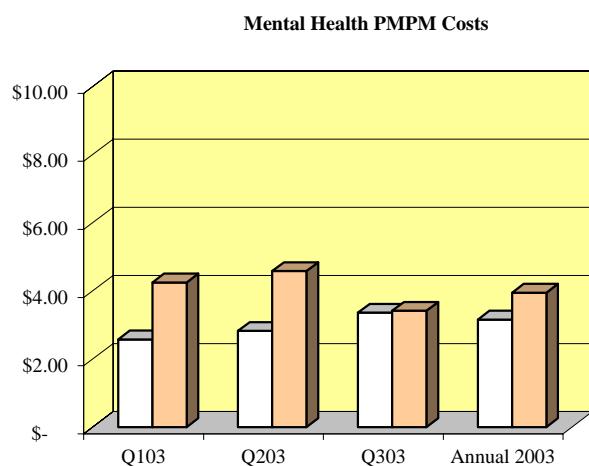
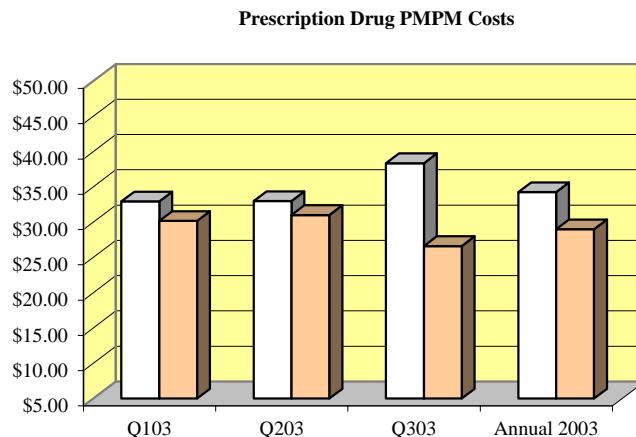
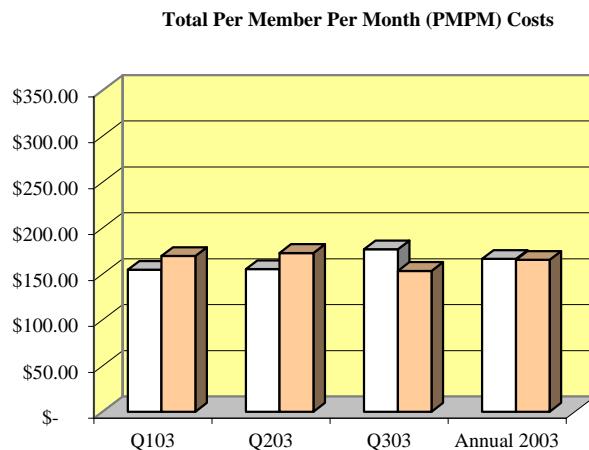
Adams, Bond, Bureau, Calhoun, Clinton, Cook, DuPage, Fayette, Franklin, Greene, Jackson, Jefferson, Jersey, Macoupin, Madison, McHenry, Monroe, Montgomery, Perry, Randolph, Sangamon, St.Clair, Union, Washington, Whiteside, Will, Williamson



HMO Missouri, Inc. dba Blue Choice

- Commercial Product

Missouri Costs Comparison



HMO Missouri, Inc. dba Blue Choice

Commercial Average

Source: 2003 HMO Annual Supplement Report

HMO Missouri, Inc. dba Blue Choice

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$79,061,191	\$61,590,336	\$67,812,308	\$85,229,418	\$90,486,004
Liabilities	\$61,508,732	\$42,581,719	\$39,505,875	\$44,958,654	\$48,101,354
Total Liabilities, Capital & Surplus	\$17,552,459	\$19,008,617	\$67,812,308	\$85,229,418	\$90,486,004

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$210,852,096	\$219,578,161	\$160,631,036	\$222,061,323	\$251,613,644
Other Healthcare Revenue	\$216,110,437	\$224,506,990	\$158,922,702	\$217,965,248	\$251,597,063
Medical & Hospital Expenses	\$182,938,366	\$187,082,448	\$121,135,370	\$172,582,786	\$196,995,795
Administration Expenses	\$30,941,203	\$36,974,681	\$23,654,769	\$25,624,104	\$30,646,957
Income (Loss) Before Taxes	\$2,230,868	\$449,861	\$14,313,982	\$19,551,429	\$23,604,962

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	53.0%	53.6%	72.0%	113.5%	47.7%
Medical & Hospital Exp. /Net Premium Income	86.8%	85.2%	75.4%	77.7%	78.3%
Administration Expenses/Total Revenue	14.3%	16.5%	14.9%	11.8%	12.2%

Unpaid Claims Analysis

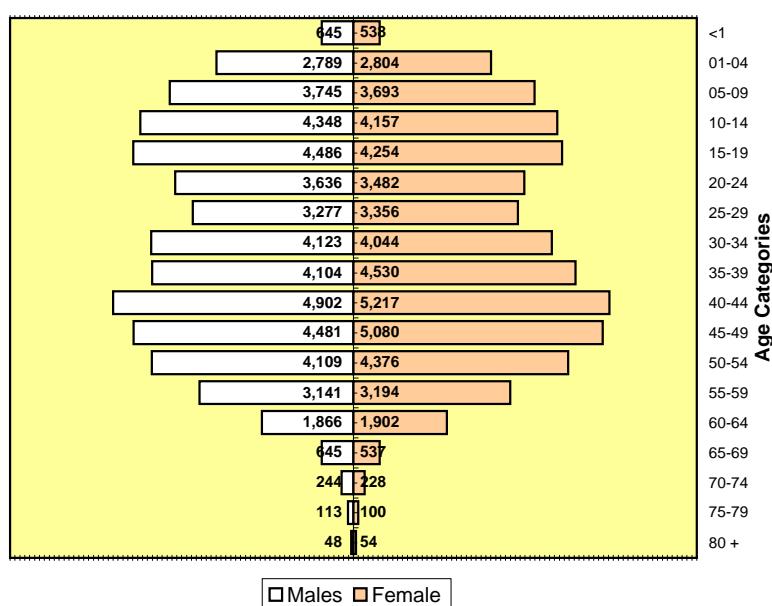
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$27,703,877	\$32,332,534	\$24,850,746	\$15,196,216	\$19,760,693
Estimated Liability of Unpaid Claims Previous Year	\$33,173,514	\$38,180,018	\$30,352,960	\$18,721,539	\$25,269,279

HMO Missouri, Inc. dba Blue Choice

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female	
<1	645	1%	538
01-04	2,789	6%	2,804
05-09	3,745	7%	3,693
10-14	4,348	9%	4,157
15-19	4,486	9%	4,254
20-24	3,636	7%	3,482
25-29	3,277	6%	3,356
30-34	4,123	8%	4,044
35-39	4,104	8%	4,530
40-44	4,902	10%	5,217
45-49	4,481	9%	5,080
50-54	4,109	8%	4,376
55-59	3,141	6%	3,194
60-64	1,866	4%	1,902
65-69	645	1%	537
70-74	244	0%	228
75-79	113	0%	100
80 +	48	0%	54
Total	50,702	100%	51,546
			100%



Average Age of Enrollees = 32.1

Missouri Commercial Plans 32.1

Missouri Medicare n/a

Missouri Medicaid n/a

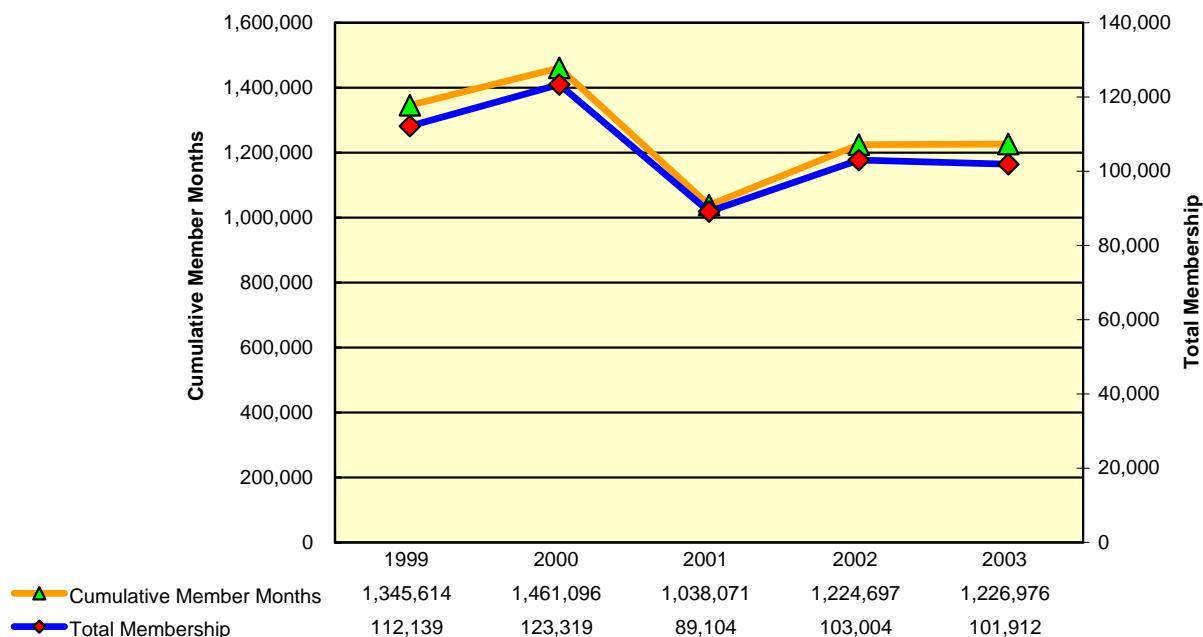
Percentage of Female Enrollees = 50.4%

Missouri Commercial Plans 50.4%

Missouri Medicare n/a

Missouri Medicaid n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Humana Health Plan, Inc.

Holding Company: Humana, Inc.

Main Administrative Office

Mailing Address:

201 West Main Street
Louisville KY 40202
(502)580-2052

Incorporated: August 23, 1982

Admitted to Missouri: July 1, 1991

Federally Qualified: N/A

NCQA Accreditation: Commendable

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Michael Benedict McCallister

Secretary:

Joan Olliges Lenahan

Chief Financial Officer:

James H. Bloem

Chief Medical Officer:

Randolph C. Stinger, MD.

Other Officers:

Kathy Ann Augustian-Hinkfuss

George Grant Bauernfeind

John Michael Bertko

2003 Year-End Directors:

Jonathan Thomas Lord, MD

Michael Benedict McCallister

James Elmer Murray

2003 Missouri Enrollment:

Total Missouri member months for the year:

479,744

Missouri members at the end of the year:

39,285

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

8,790,584

Plan Wide members at the end of the year:

686,878

Missouri Counties in Service Area:

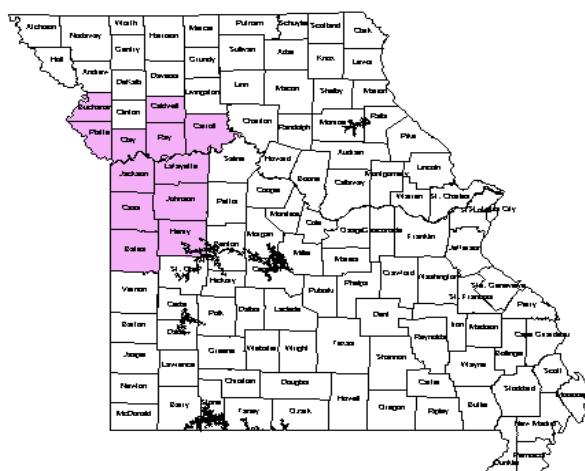
Bates, Buchanan, Caldwell, Carroll, Cass, Clay, Henry,
Jackson, Johnson, Lafayette, Platte, Ray

Kansas Counties in Service Area:

Atchison, Jefferson, Johnson, Leavenworth, Linn, Miami,
Wyandotte

Illinois Counties in Service Area:

none

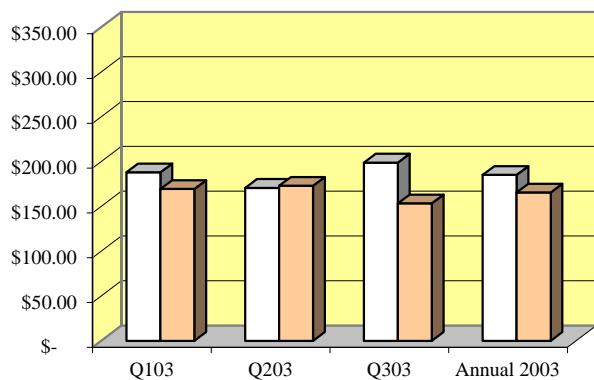


Humana Health Plan, Inc.

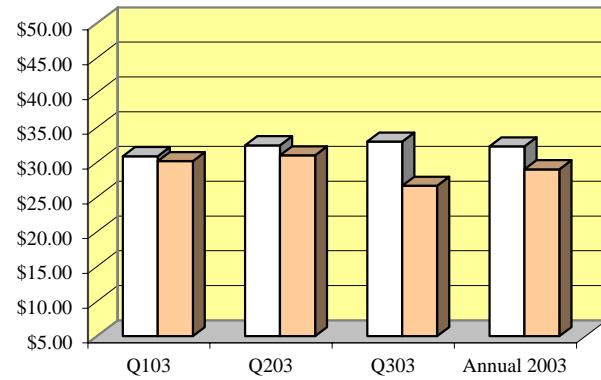
- Commercial Product

Missouri Costs Comparison

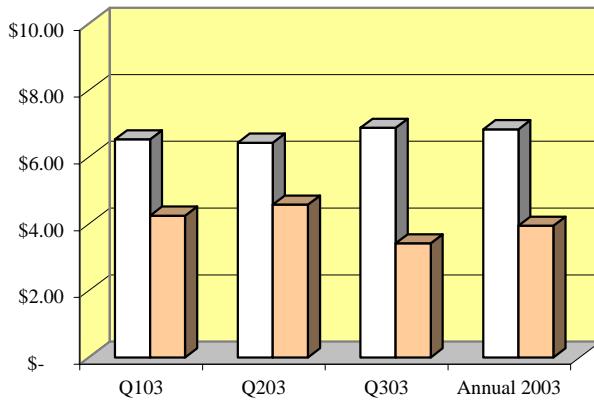
Total Per Member Per Month (PMPM) Costs



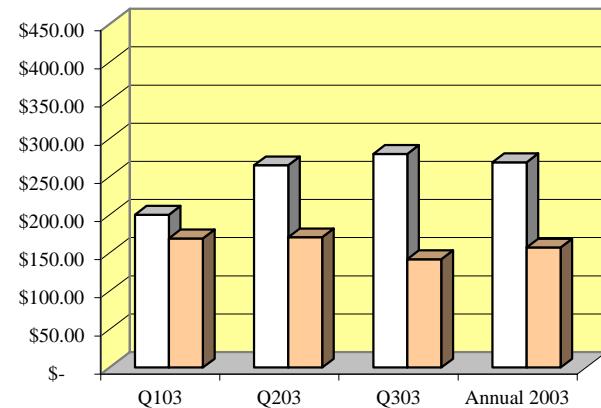
Prescription Drug PMPM Costs



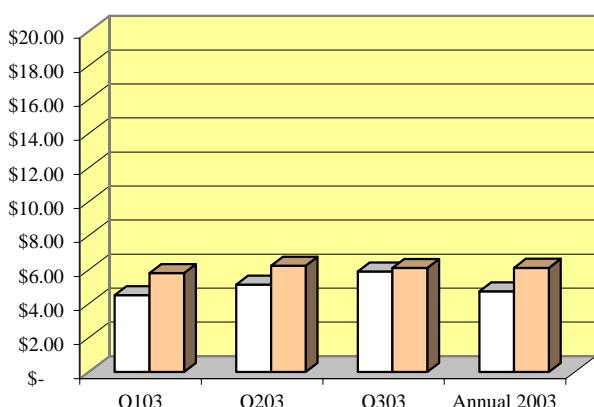
Mental Health PMPM Costs



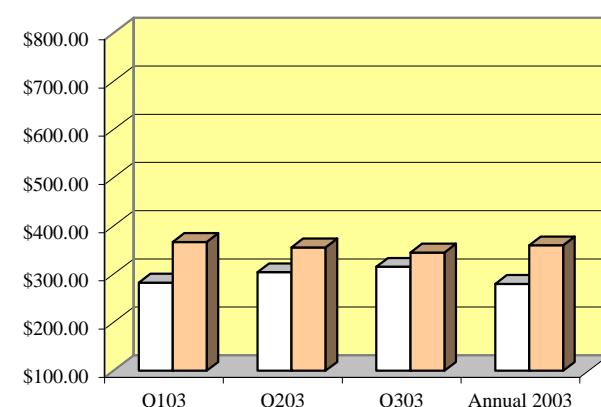
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Humana Health Plan, Inc.



Commercial Average

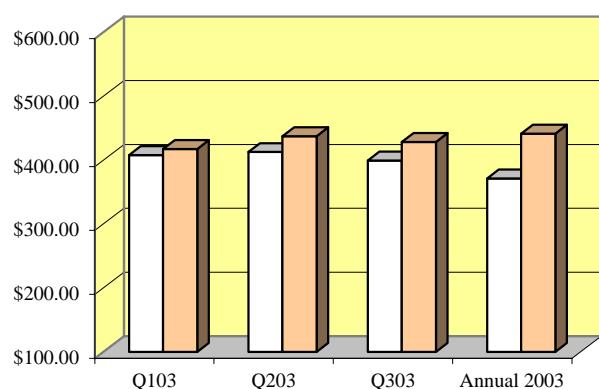
Source: 2003 HMO Annual Supplement Report

Humana Health Plan, Inc.

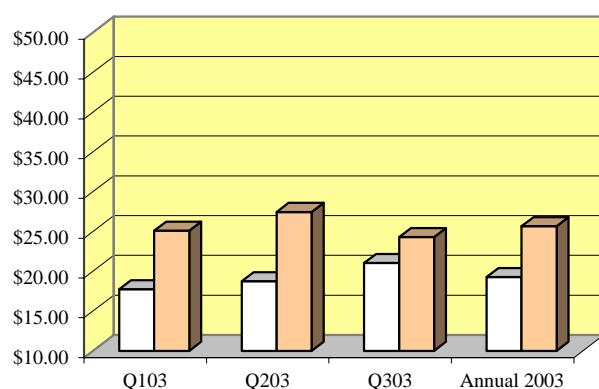
- Medicare Product

Missouri Costs Comparison

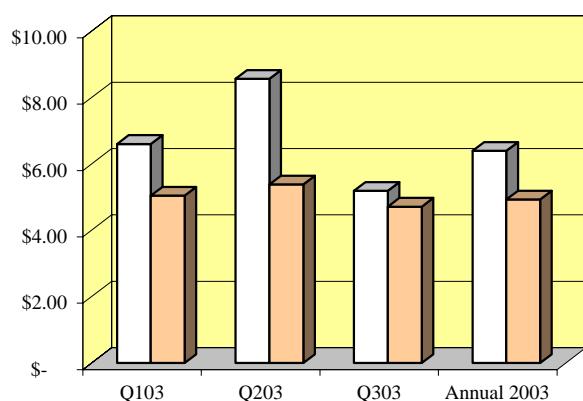
Total Per Member Per Month (PMPM) Costs



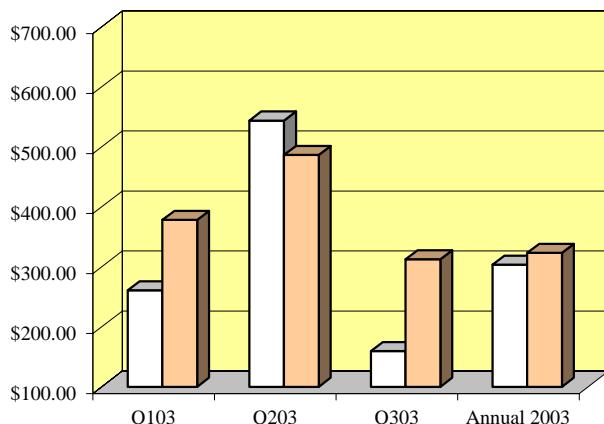
Prescription Drug PMPM Costs



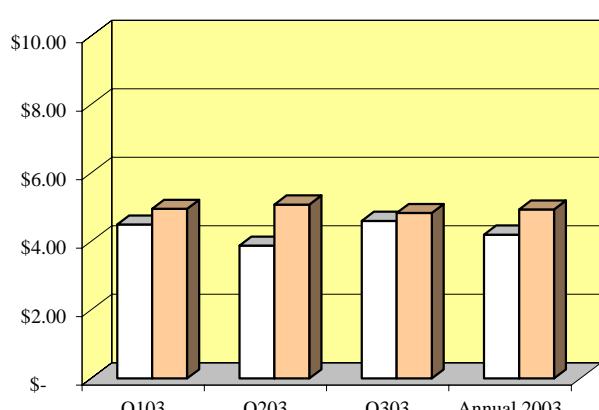
Mental Health PMPM Costs



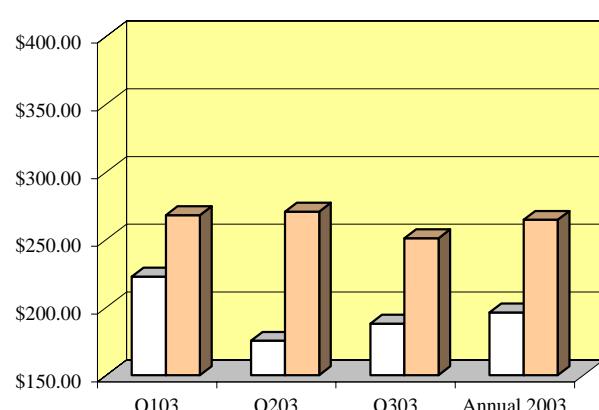
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Humana Health Plan, Inc.



Medicare Average

Source: 2003 HMO Annual Supplement Report

Humana Health Plan, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$457,314,130	\$491,442,478	\$432,915,096	\$431,974,632	\$486,525,355
Liabilities	\$323,024,431	\$354,730,910	\$279,684,347	\$262,979,883	\$274,397,981
Total Liabilities, Capital & Surplus	\$134,289,699	\$136,711,568	\$432,915,096	\$431,974,632	\$486,525,355

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$1,969,101,909	\$2,116,426,294	\$2,258,705,920	\$2,199,657,397	\$2,170,578,509
Other Healthcare Revenue	\$1,987,578,056	\$2,129,077,159	\$2,258,705,920	\$2,199,657,397	\$2,170,578,509
Medical & Hospital Expenses	\$1,715,488,910	\$1,801,881,786	\$1,998,297,477	\$1,873,499,724	\$1,843,164,000
Administration Expenses	\$267,347,705	\$286,954,777	\$259,610,833	\$287,138,295	\$230,175,155
Income (Loss) Before Taxes	\$4,741,441	\$40,240,596	(\$37,903,966)	(\$7,087,382)	\$54,085,928

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	73.5%	53.6%	53.1%	56.8%	57.4%
Medical & Hospital Exp. /Net Premium Income	83.7%	86.6%	88.5%	85.2%	84.9%
Administration Expenses/Total Revenue	12.7%	13.5%	11.5%	13.1%	10.6%

Unpaid Claims Analysis

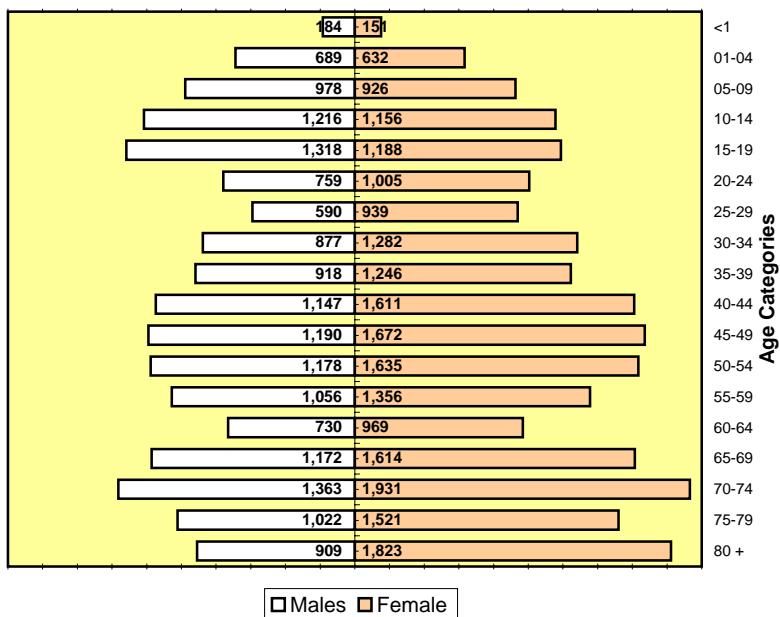
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$158,476,511	\$185,462,513	\$200,545,243	\$180,654,614	\$141,320,478
Estimated Liability of Unpaid Claims Previous Year	\$159,158,106	\$173,310,027	\$195,669,917	\$179,733,841	\$165,952,652

Humana Health Plan, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female
<1	184	1%
01-04	689	4%
05-09	978	6%
10-14	1,216	7%
15-19	1,318	8%
20-24	759	4%
25-29	590	3%
30-34	877	5%
35-39	918	5%
40-44	1,147	7%
45-49	1,190	7%
50-54	1,178	7%
55-59	1,056	6%
60-64	730	4%
65-69	1,172	7%
70-74	1,363	8%
75-79	1,022	6%
80 +	909	5%
Total	17,296	100%
	22,657	100%



Average Age of Enrollees =

45.2

Missouri Commercial Plans

34.6

Missouri Medicare

73.9

Missouri Medicaid

n/a

Percentage of Female Enrollees =

56.7%

Missouri Commercial Plans

55.3%

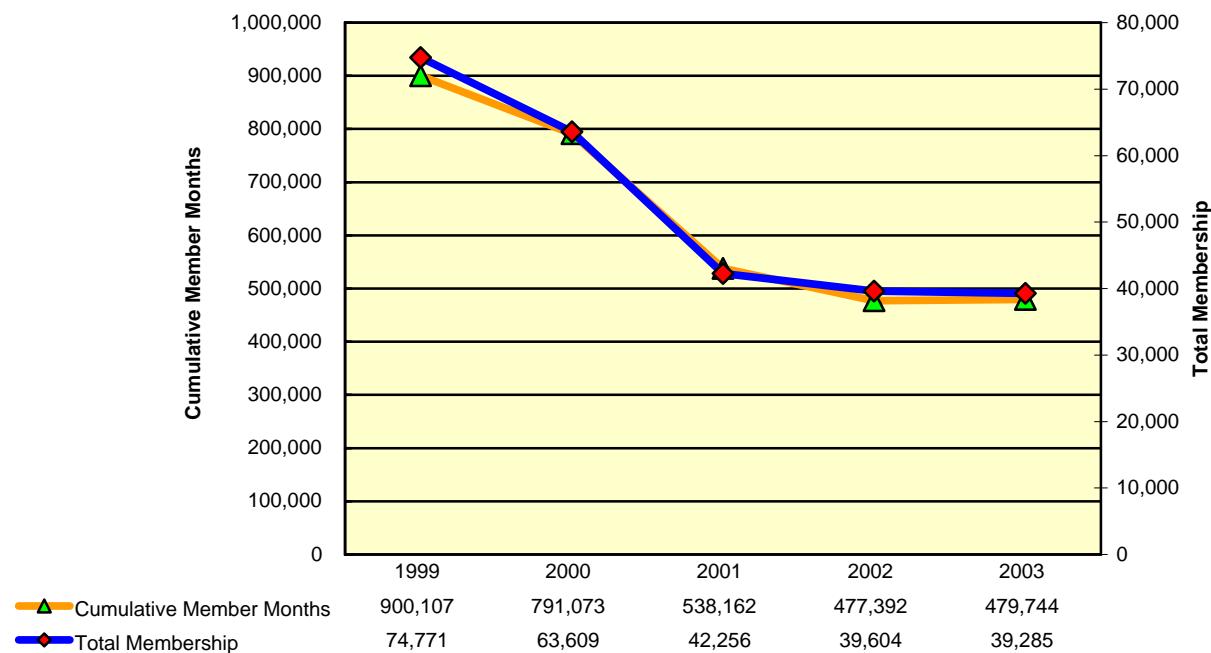
Missouri Medicare

60.6%

Missouri Medicaid

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

The Medical Center Health Plan

Holding Company: BJC Health System and Washington University

Main Administrative Office

Mailing Address:

200 Stevens Drive
Philadelphia PA 19113
(215)937-8000

Incorporated: April 27, 1987

Admitted to Missouri: February 19, 1988

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: Not For Profit

2003 Year-End Officers:

President:

Lee Francis Fetter

Secretary:

Michael DeHaven

Treasurer:

Chief Medical Officer:

Other Officers:

Lee Francis Fetter

Michael DeHaven

Ronald G. Evens, MD.

2003 Year-End Directors:

Steve Lipstein

George Andersson

Ronald G. Evens, MD.

2003 Missouri Enrollment:

Total Missouri member months for the year:

0

Missouri members at the end of the year:

0

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

0

Plan Wide members at the end of the year:

0

Missouri Counties in Service Area:

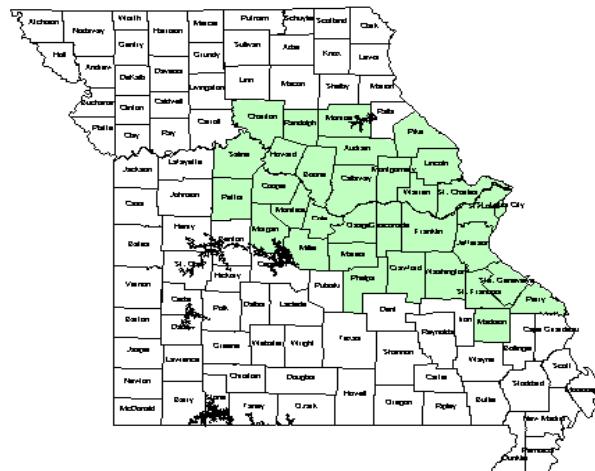
Audrain, Boone, Callaway, Chariton, Cole, Cooper, Crawford,
Franklin, Gasconade, Howard, Jefferson, Lincoln, Madison,
Maries, Miller, Moniteau, Monroe, Montgomery, Morgan,
Osage, Perry, Pettis, Phelps, Pike, Randolph, Saline, St.Charles,
St.Francois, St.LouisCity, St.Louis, Ste.Genevieve, Warren,
Washington

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

Calhoun, Jersey, Macoupin, Madison, Monroe, Randolph,
St.Clair



The Medical Center Health Plan

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$43,014,328	\$32,545,744	\$21,261,646	\$19,542,558	\$8,840,205
Liabilities	\$37,604,424	\$33,287,801	\$18,371,843	\$14,511,630	\$2,686,074
Total Liabilities, Capital & Surplus	\$5,409,904	(\$742,057)	\$21,261,646	\$19,542,558	\$8,840,205

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$164,519,749	\$145,608,960	\$82,139,581	\$87,528,022	(\$100,000)
Other Healthcare Revenue	\$165,888,223	\$150,442,143	\$82,139,581	\$87,528,022	(\$100,000)
Medical & Hospital Expenses	\$152,272,276	\$141,452,709	\$64,883,934	\$75,677,687	(\$3,331,679)
Administration Expenses	\$28,151,573	\$22,913,463	\$16,561,613	\$13,033,718	\$1,044,581
Income (Loss) Before Taxes	(\$14,535,626)	(\$13,924,029)	\$1,114,903	(\$555,850)	\$962,395

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	112.7%	84.5%	104.3%	129.2%	203.3%
Medical & Hospital Exp./Net Premium Income	92.6%	97.1%	79.0%	86.5%	3331.7%
Administration Expenses/Total Revenue	17.0%	15.2%	20.2%	14.9%	-1044.6%

Unpaid Claims Analysis

	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$26,897,787	\$26,342,870	\$18,827,826	\$10,537,041	\$9,035,518
Estimated Liability of Unpaid Claims Previous Year	\$18,091,833	\$21,669,998	\$24,855,509	\$14,019,665	\$12,367,197

Mercy Health Plan of Missouri, Inc. dba Premier Health Plans

Holding Company: Sisters Of Mercy Health System, St.Louis, Inc.

Main Administrative Office

Mailing Address:

425 South Woods Mill Road
Chesterfield MO 63017-3492
(314)214-8100

Incorporated: October 17,1994

Admitted to Missouri: March 14, 1996

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Thomas Laurence Kelly

Secretary:

William Alan Bennett

Chief Financial Officer:

Roy Goldman

Chief Medical Officer:

Deborah Zimmerman, MD.

Other Officers:

Michael Murphy

2003 Year-End Directors:

Ronald Broughton Ashworth

Bradley Kim Day

James Robert Jaacks

Mark Lewis Lane

Michael Lynn Morgan

Ronnie Dale Brownsworth, MD.

2003 Missouri Enrollment:

Total Missouri member months for the year:

2,198,903

Missouri members at the end of the year:

186,964

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

2,509,344

Plan Wide members at the end of the year:

211,388

Missouri Counties in Service Area:

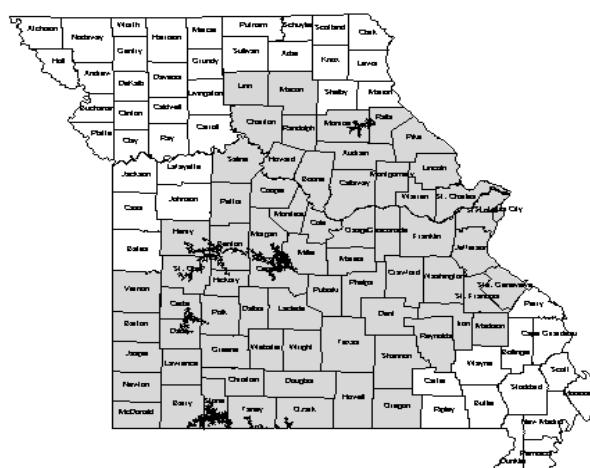
Audrain, Barry, Barton, Benton, Boone, Callaway, Camden, Cedar, Chariton, Christian, Cole, Cooper, Crawford, Dade, Dallas, Dent, Douglas, Franklin, Gasconade, Greene, Henry, Hickory, Howard, Howell, Iron, Jasper, Jefferson, Laclede, Lawrence, Lincoln, Linn, Macon, Madison, Maries, McDonald, Miller, Moniteau, Monroe, Montgomery, Morgan, Newton, Oregon, Osage, Ozark, Pettis, Phelps, Pike, Polk, Pulaski, Ralls Randolph, Reynolds, Saline, Shannon, St.Charles, St.Clair, St.Francois, St.LouisCity, St.Louis, Ste. Genevieve, Stone, Taney, Texas, Vernon, Warren, Washington, Webster, Wright

Kansas Counties in Service Area:

Bourbon, Cherokee, Crawford, Douglas, Harvey, Johnson, Leavenworth, Reno, Saline, Sedgwick, Wilson

Illinois Counties in Service Area:

Clinton, Jersey, Macoupin, Madison, Monroe, Randolph, St.Clair

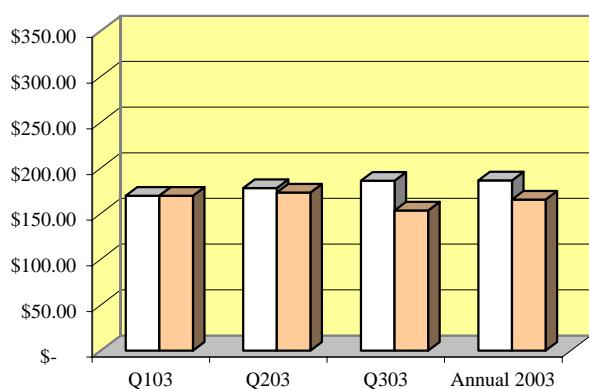


Mercy Health Plan of Missouri, Inc. dba Premier Health Plans

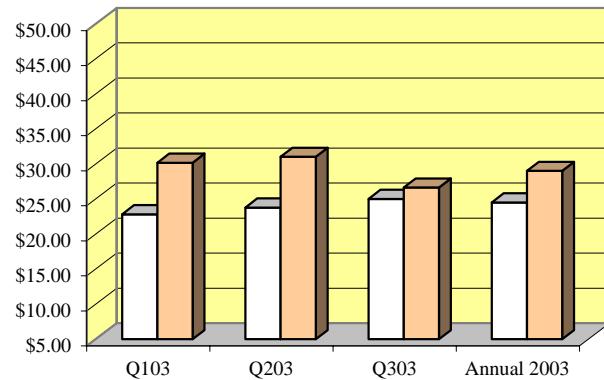
- Commercial Product

Missouri Costs Comparison

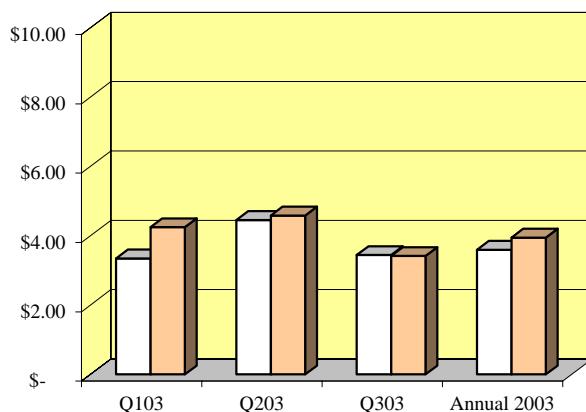
Total Per Member Per Month (PMPM) Costs



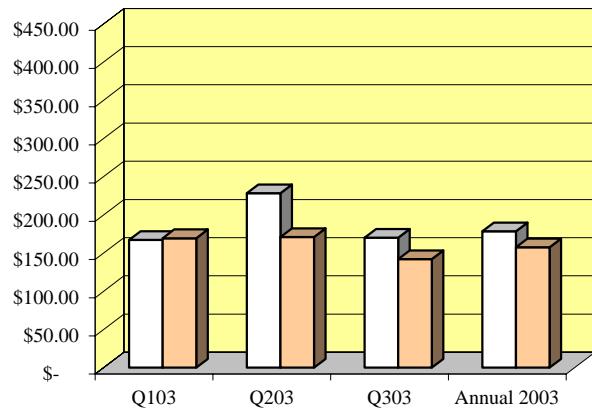
Prescription Drug PMPM Costs



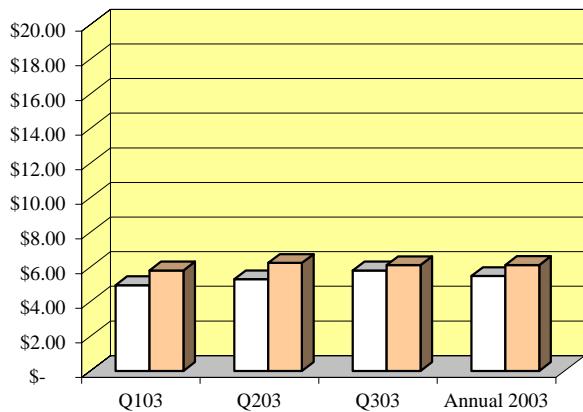
Mental Health PMPM Costs



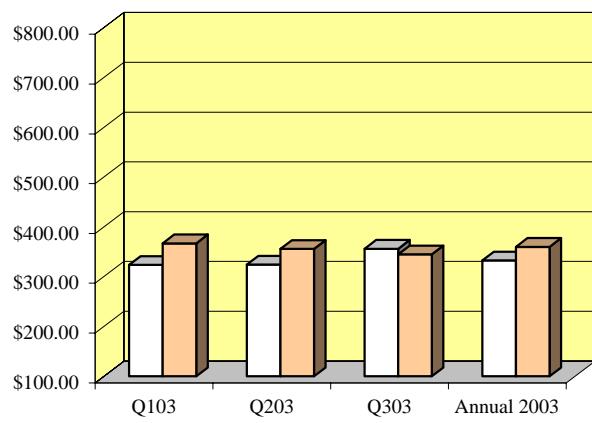
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Mercy Health Plan of Missouri, Inc. dba Premier Health Plans

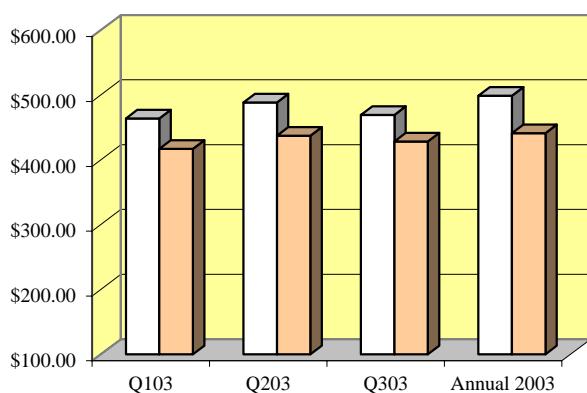


Source: 2003 HMO Annual Supplement Report

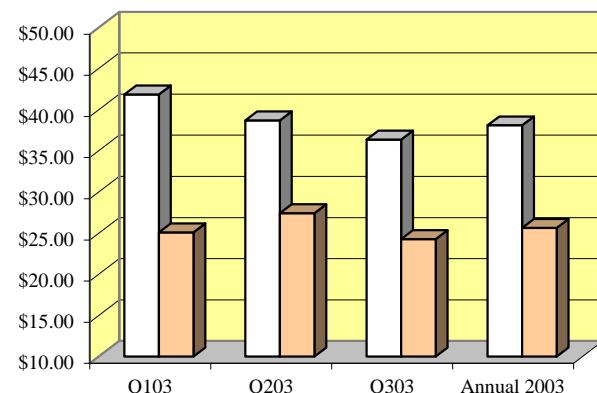
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans - Medicare Product

Missouri Costs Comparison

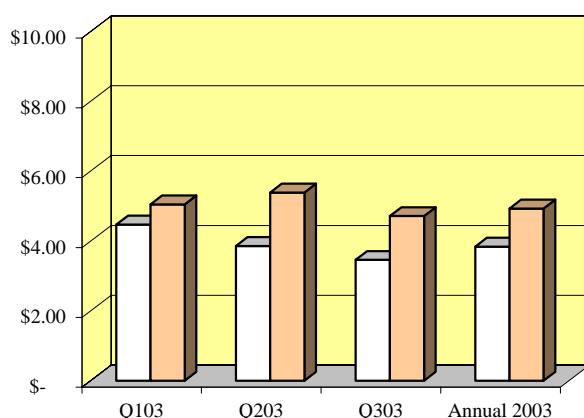
Total Per Member Per Month (PMPM) Costs



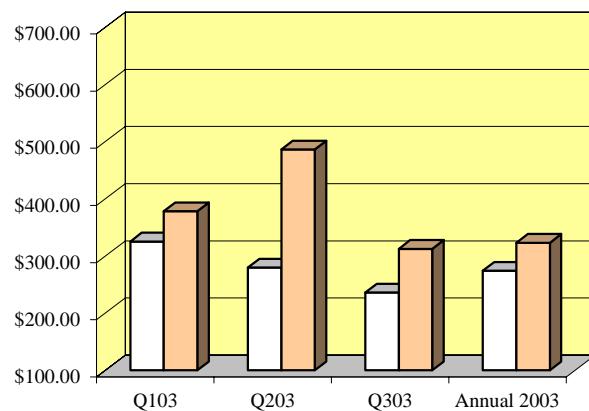
Prescription Drug PMPM Costs



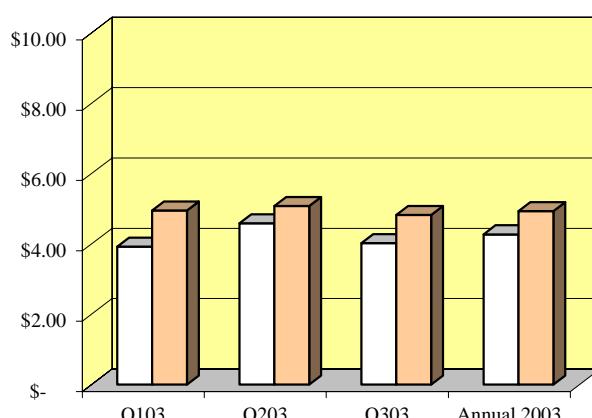
Mental Health PMPM Costs



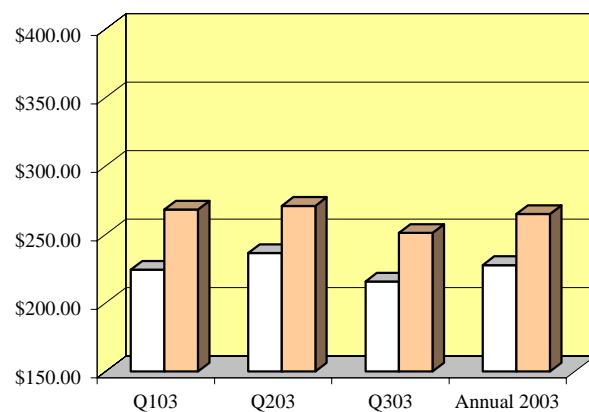
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Mercy Health Plan of Missouri, Inc. dba Premier Health Plans



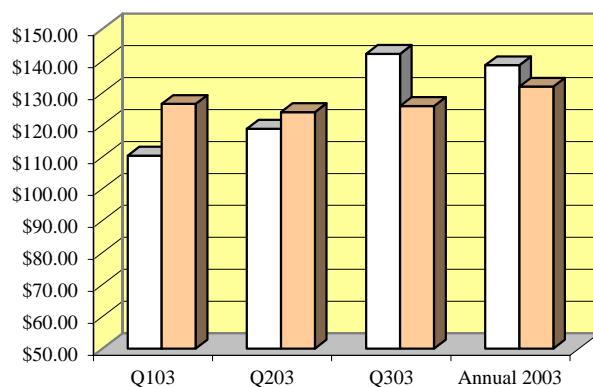
Medicare Average

Source: 2003 HMO Annual Supplement Report

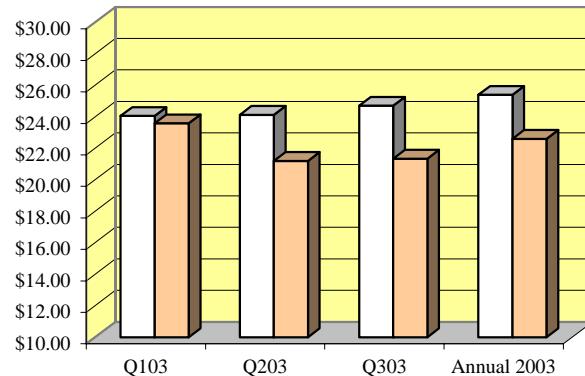
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans - Medicaid Product

Missouri Costs Comparison

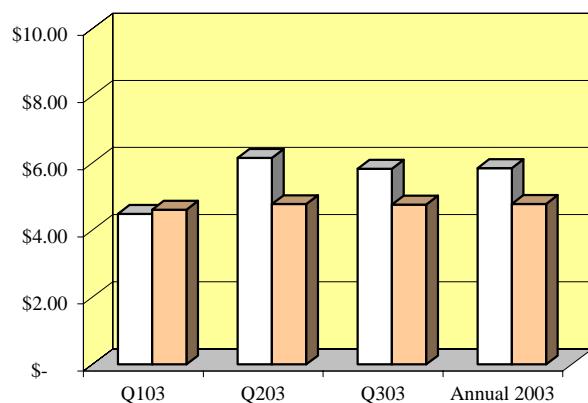
Total Per Member Per Month (PMPM) Costs



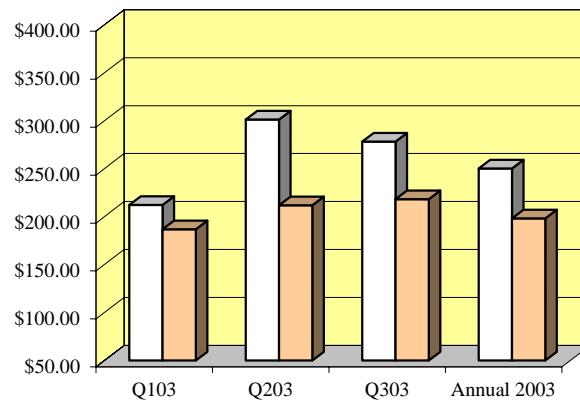
Prescription Drug PMPM Costs



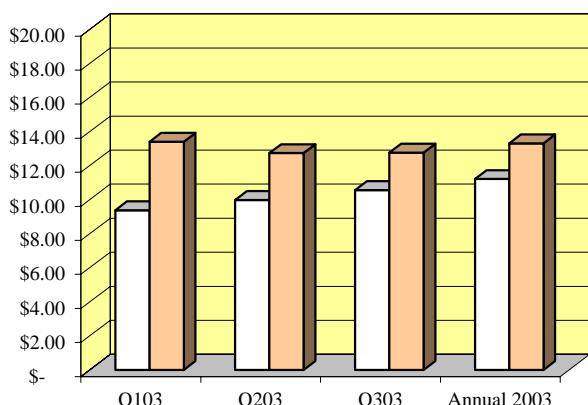
Mental Health PMPM Costs



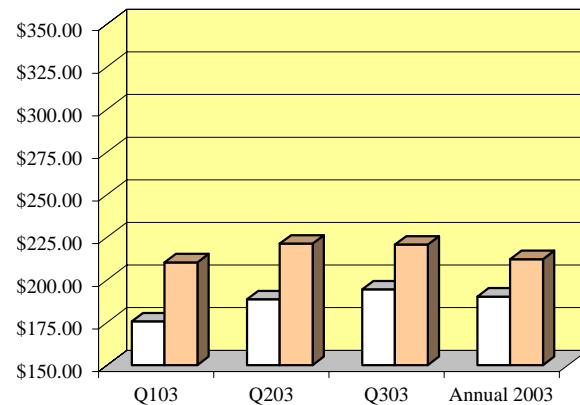
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Mercy Health Plan of Missouri, Inc. dba Premier Health Plans



Medicaid Average

Source: 2003 HMO Annual Supplement Report

Mercy Health Plan of Missouri, Inc. dba Premier Health Plans

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$37,854,730	\$41,005,047	\$70,434,232	\$87,312,833	\$119,741,911
Liabilities	\$32,815,283	\$32,439,680	\$54,597,554	\$65,272,523	\$72,159,863
Total Liabilities, Capital & Surplus	\$5,039,447	\$8,565,367	\$70,434,232	\$87,312,833	\$119,741,911

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$222,890,711	\$277,861,450	\$400,529,418	\$543,437,678	\$596,326,974
Other Healthcare Revenue	\$224,486,725	\$280,446,873	\$402,648,974	\$543,810,988	\$596,880,208
Medical & Hospital Expenses	\$209,828,712	\$249,764,532	\$377,768,985	\$503,544,060	\$531,042,985
Administration Expenses	\$27,913,548	\$30,442,124	\$26,334,522	\$32,300,581	\$32,190,732
Income (Loss) Before Taxes	(\$13,255,535)	\$240,217	(\$2,647,200)	\$3,279,342	\$26,706,848

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	130.4%	123.9%	125.6%	130.3%	96.8%
Medical & Hospital Exp. /Net Premium Income	94.1%	89.9%	94.3%	92.7%	89.1%
Administration Expenses/Total Revenue	12.4%	10.9%	6.5%	5.9%	5.4%

Unpaid Claims Analysis

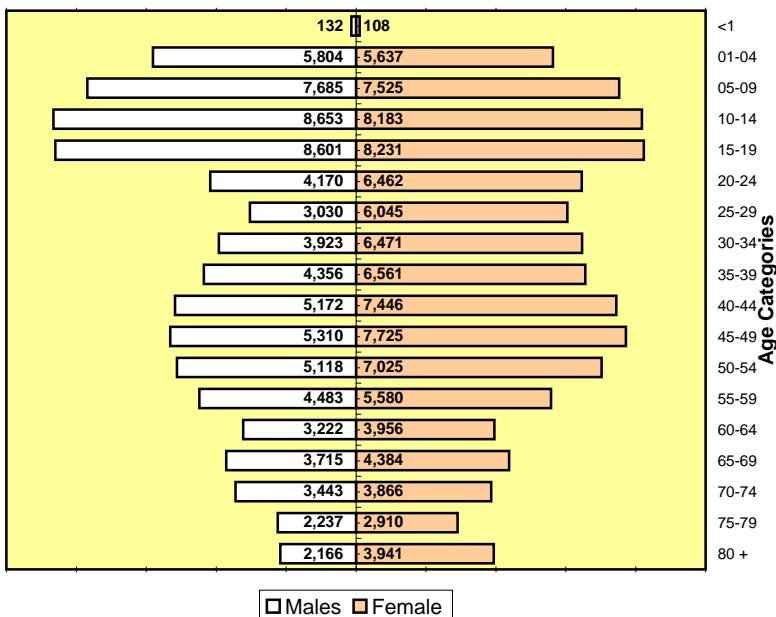
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$17,891,645	\$20,070,577	\$19,234,897	\$36,607,455	\$44,622,412
Estimated Liability of Unpaid Claims Previous Year	\$21,434,730	\$21,928,696	\$20,431,606	\$38,754,170	\$48,075,982

Mercy Health Plan of Missouri, Inc. dba Premier Health Plans

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female
<1	132	0%
01-04	5,804	7% 5,637
05-09	7,685	9% 7,525
10-14	8,653	11% 8,183
15-19	8,601	11% 8,231
20-24	4,170	5% 4,462
25-29	3,030	4% 3,045
30-34	3,923	5% 4,471
35-39	4,356	5% 5,561
40-44	5,172	6% 7,446
45-49	5,310	7% 7,725
50-54	5,118	6% 7,025
55-59	4,483	6% 5,580
60-64	3,222	4% 3,956
65-69	3,715	5% 4,384
70-74	3,443	4% 3,866
75-79	2,237	3% 2,910
80 +	2,166	3% 3,941
Total	81,220	100%
		102,056
		100%



Average Age of Enrollees =

36.1

Missouri Commercial Plans

34.9

Missouri Medicare

74.0

Missouri Medicaid

15.6

Percentage of Female Enrollees =

55.7%

Missouri Commercial Plans

55.0%

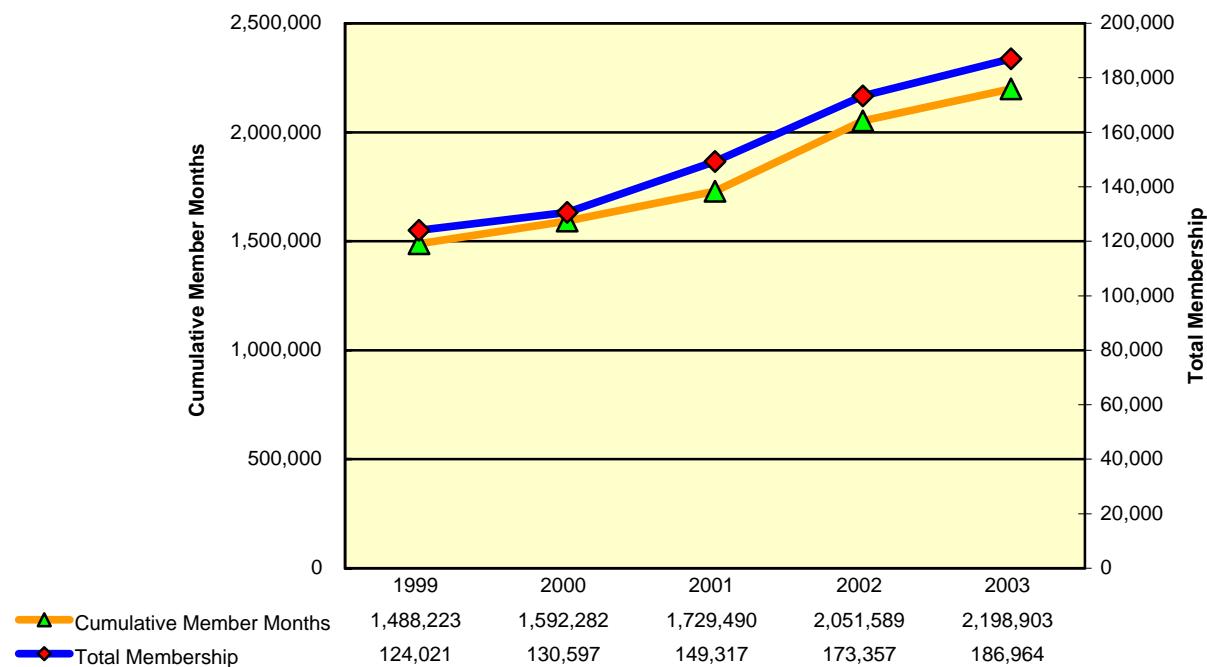
Missouri Medicare

56.6%

Missouri Medicaid

57.3%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Missouri Care, LC

Holding Company: The Curators of the University of Missouri

Main Administrative Office

Mailing Address:

2404 Forum Blvd
Columbia MO 65203
(573)441-2100

Incorporated: September 2, 1997

Admitted to Missouri: November 4, 1997

Federally Qualified: N/A

NCQA Accreditation: N/A

State of Domicile: Missouri

Tax Status: Not For Profit

2003 Year-End Officers:

President:

Jeri Lee Doty

Secretary:

Hank Wells

Chief Financial Officer:

Susan Christy

Chief Medical Officer:

Dr. Thomas Cheek

Other Officers:

Donna Checkett, CEO

2003 Year-End Directors:

Hank Wells

Jim McMillan

James Green, M.D.

Harold Williamson, MD

Lisa Wimmenauer

2003 Missouri Enrollment:

Total Missouri member months for the year:

381,048

Missouri members at the end of the year:

33,304

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

381,048

Plan Wide members at the end of the year:

33,304

Missouri Counties in Service Area:

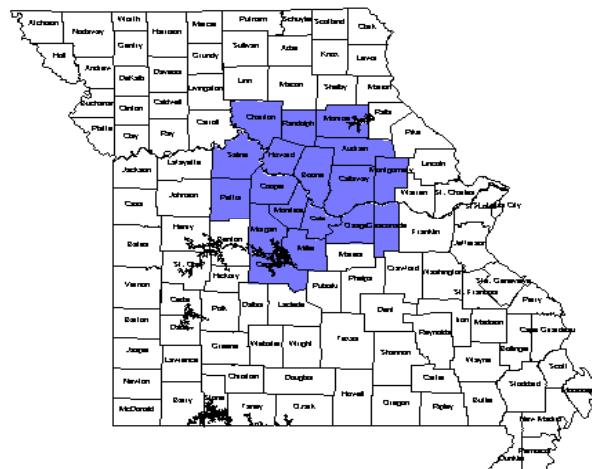
Audrain, Boone, Callaway, Camden, Chariton, Cole, Cooper,
Gasconade, Howard, Miller, Moniteau, Monroe, Montgomery,
Morgan, Osage, Pettis, Randolph, Saline

Kansas Counties in Service Area:

none

Illinois Counties in Service Area:

none

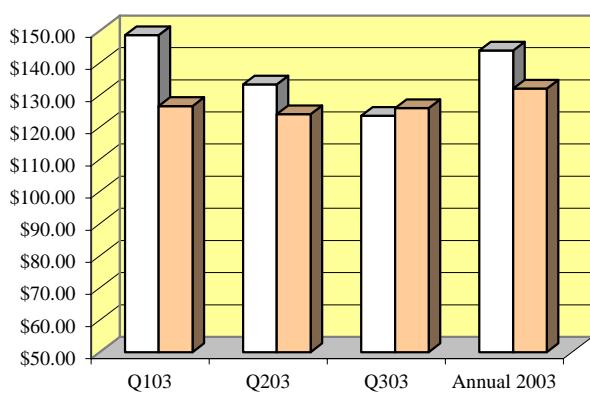


Missouri Care, LC

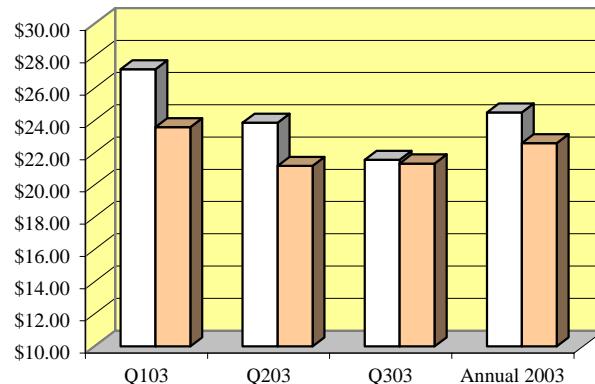
- Medicaid Product

Missouri Costs Comparison

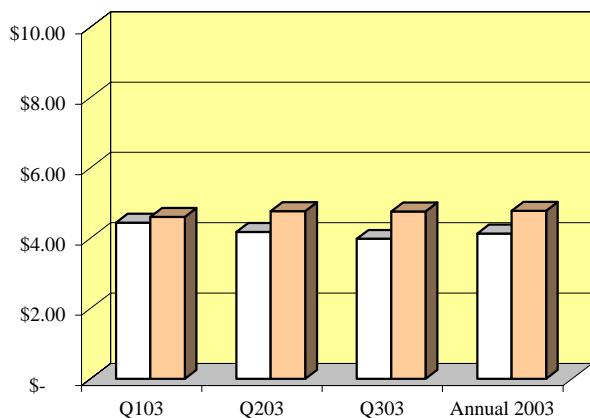
Total Per Member Per Month (PMPM) Costs



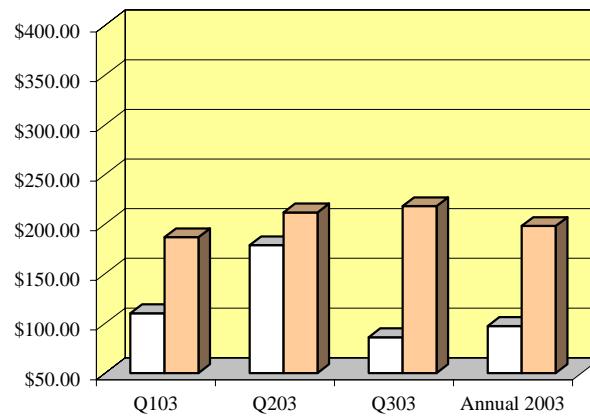
Prescription Drug PMPM Costs



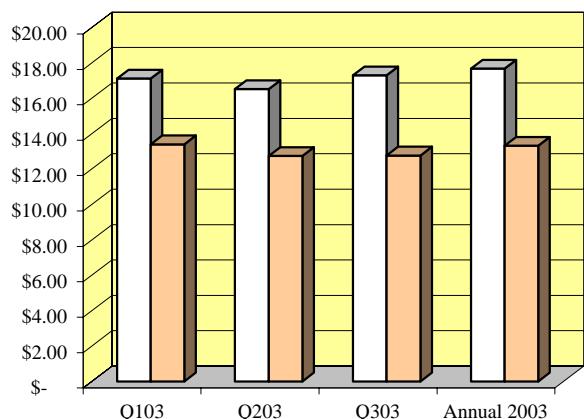
Mental Health PMPM Costs



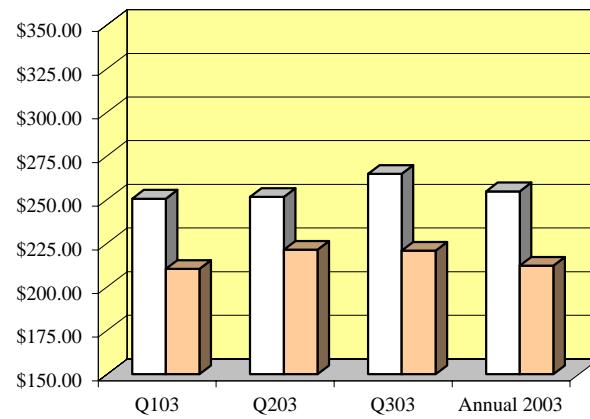
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



Missouri Care, LC

Medicaid Average

Source: 2003 HMO Annual Supplement Report

Missouri Care, LC

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$10,433,166	\$6,996,401	\$11,779,602	\$9,696,838	\$14,024,941
Liabilities	\$6,370,804	\$5,182,821	\$7,829,323	\$5,486,318	\$9,451,854
Total Liabilities, Capital & Surplus	\$4,062,362	\$1,813,580	\$11,779,602	\$9,696,838	\$14,024,941

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$21,802,766	\$28,040,931	\$43,900,021	\$53,133,838	\$64,942,382
Other Healthcare Revenue	\$22,085,390	\$28,366,117	\$43,900,021	\$53,133,838	\$64,942,382
Medical & Hospital Expenses	\$21,329,571	\$26,649,692	\$38,282,914	\$46,724,785	\$54,116,756
Administration Expenses	\$3,237,904	\$4,026,708	\$6,225,434	\$6,776,931	\$8,148,960
Income (Loss) Before Taxes	(\$2,482,085)	(\$2,310,283)	(\$415,594)	\$243,263	\$250,843

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	143.5%	132.5%	140.5%	176.5%	117.3%
Medical & Hospital Exp. /Net Premium Income	97.8%	95.0%	87.2%	87.9%	83.3%
Administration Expenses/Total Revenue	14.7%	14.2%	14.2%	12.8%	12.5%

Unpaid Claims Analysis

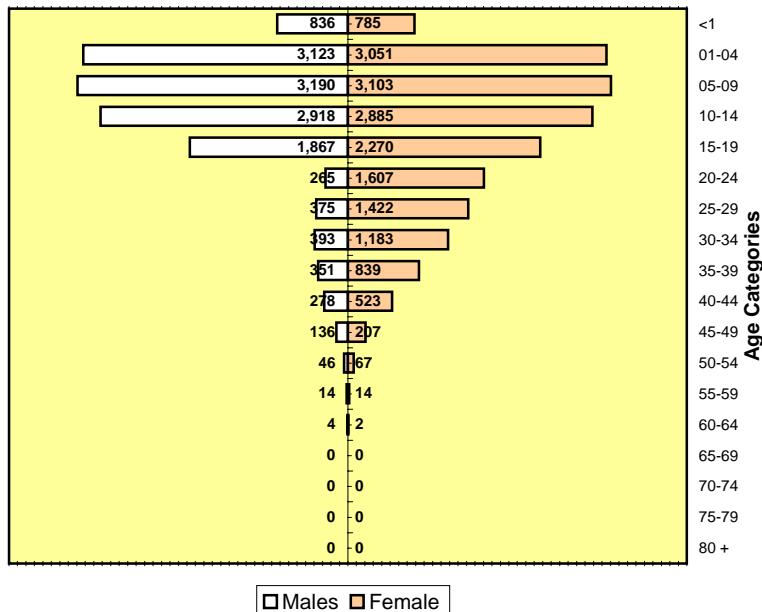
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$4,027,735	\$6,194,098	\$4,241,661	\$5,387,384	\$4,397,188
Estimated Liability of Unpaid Claims Previous Year	\$4,110,962	\$6,194,882	\$5,077,503	\$6,682,658	\$5,473,989

Missouri Care, LC

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

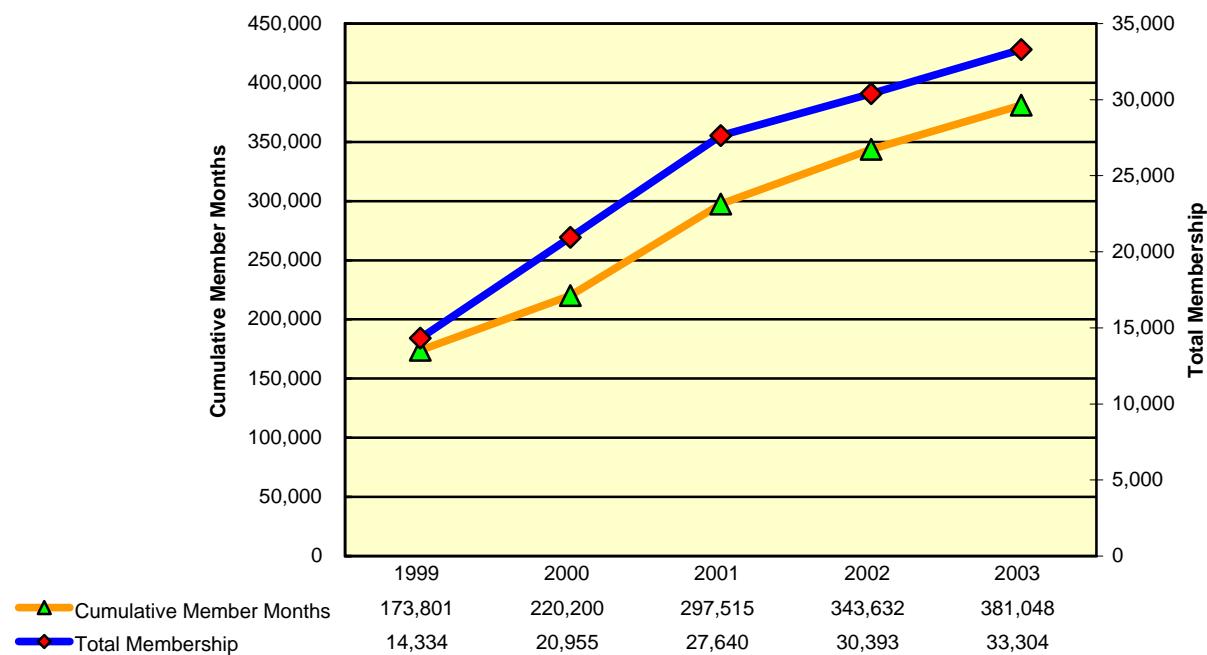
Age	Males	Female
<1	836	6%
01-04	3,123	23%
05-09	3,190	23%
10-14	2,918	21%
15-19	1,867	14%
20-24	265	2%
25-29	375	3%
30-34	393	3%
35-39	351	3%
40-44	278	2%
45-49	136	1%
50-54	46	0%
55-59	14	0%
60-64	4	0%
65-69	0	0%
70-74	0	0%
75-79	0	0%
80 +	0	0%
Total	13,796	100%
	17,958	100%



Average Age of Enrollees = 13.8
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 13.8

Percentage of Female Enrollees = 56.6%
 Missouri Commercial Plans n/a
 Missouri Medicare n/a
 Missouri Medicaid 56.6%

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

United Healthcare of the Midwest, Inc.

Holding Company:

UnitedHealth Group Incorporated

Main Administrative Office

Mailing Address:

13655 Riverport Drive, PO Box 2560
Maryland Heights MO 63043-8560
(314)592-7000

Incorporated: February 26, 1985

Admitted to Missouri: October 1, 1996

URAC Accreditation: Full

JCAHO Accreditation: Full

State of Domicile: Missouri

Tax Status: For Profit

2003 Year-End Officers:

President:

Steven Craig Walli

Secretary:

Michael John McDonnell

Chief Financial Officer:

Richard Gary Kleiner

Chief Medical Officer:

Jordan Howard Ginsburg, MD.

Other Officers:

William Arnold Munsell

Brian Charles Murray

Robert Worth Oberrender

2003 Year-End Directors:

Robert John Sheehy

Jill Rubin Hummel

Steven Craig Walli

2003 Missouri Enrollment:

Total Missouri member months for the year:

2,794,477

Missouri members at the end of the year:

183,894

2003 Plan Wide Enrollment:

Total Plan Wide member months for the year:

3,722,548

Plan Wide members at the end of the year:

251,239

Missouri Counties in Service Area:

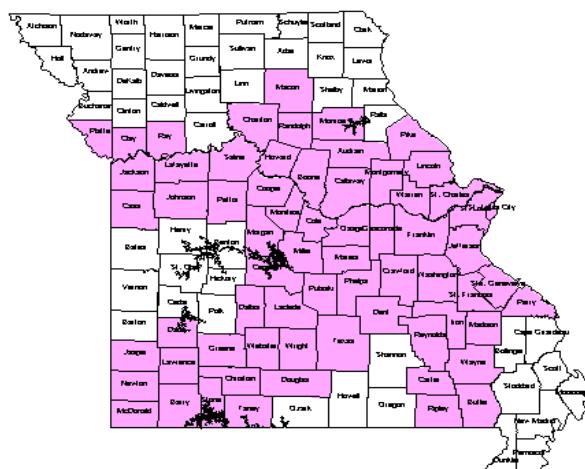
Audrain, Barry, Boone, Butler, Callaway, Camden, Carter, Cass, Chariton, Christian, Clay, Cole, Cooper, Crawford, Dade, Dallas, Dent, Douglas, Franklin, Gasconade, Greene, Howard, Iron, Jackson, Jasper, Jefferson, Johnson, Laclede, Lafayette, Lawrence, Lincoln, Macon, Madison, Maries, McDonald, Miller, Moniteau, Monroe, Montgomery, Morgan, Newton, Osage, Perry, Pettis, Phelps, Pike, Platte, Pulaski, Randolph, Ray, Reynolds, Ripley, Saline, St.Charles, St.Francois, St.LouisCity, St.Louis, Ste.Genevieve, Stone, Taney, Texas, Warren, Washington, Wayne, Webster, Wright

Kansas Counties in Service Area:

Anderson, Atchison, Douglas, Franklin, Jackson, Jefferson, Johnson, Leavenworth, Linn, Miami, Osage, Sedgewick, Shawnee, Wyandotte

Illinois Counties in Service Area:

Bond, Calhoun, Clinton, Greene, Jersey, Macoupin, Madison, Monroe, Montgomery, Randolph, St.Clair, Williamson

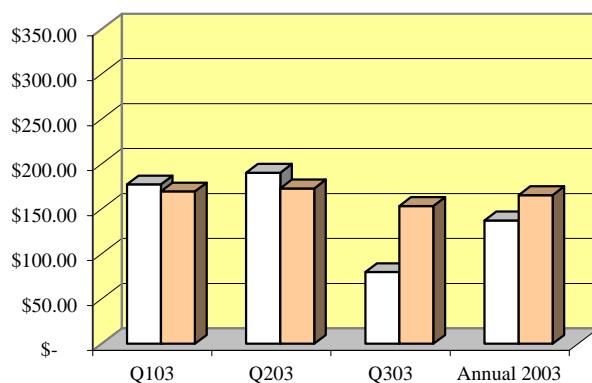


United Healthcare of the Midwest, Inc.

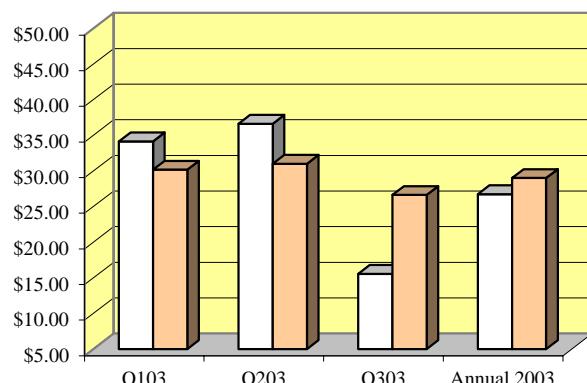
- Commercial Product

Missouri Costs Comparison

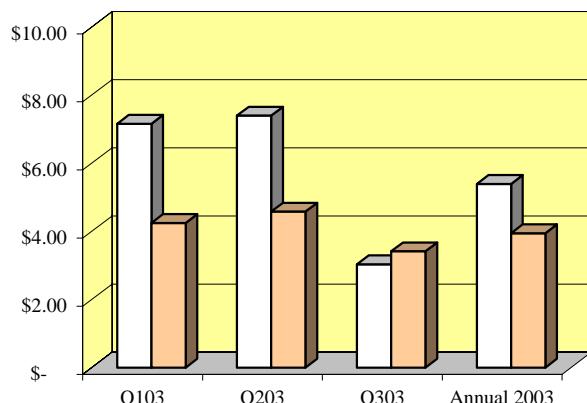
Total Per Member Per Month (PMPM) Costs



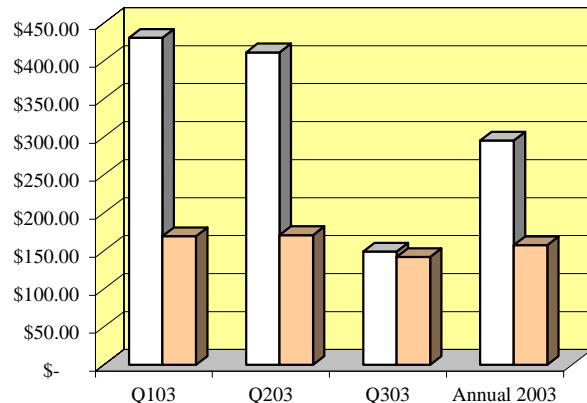
Prescription Drug PMPM Costs



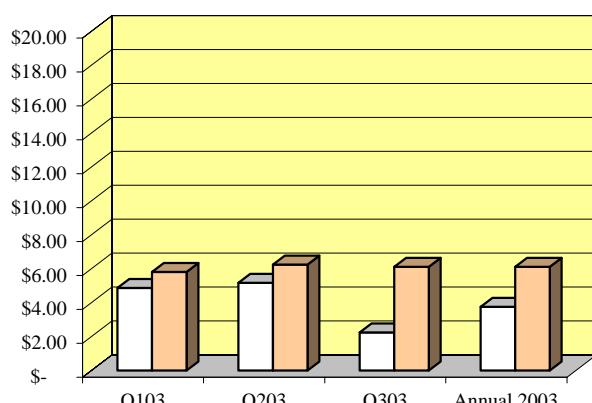
Mental Health PMPM Costs



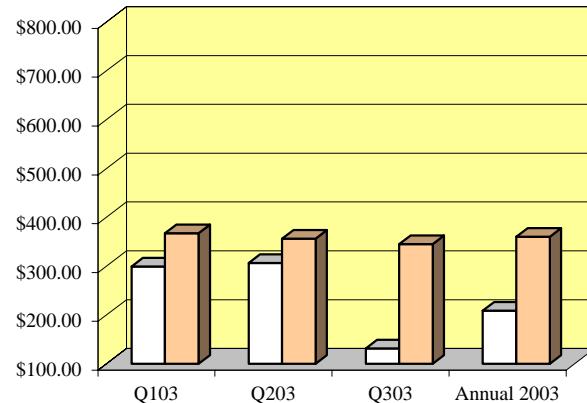
Average Cost per Encounter for Mental Health Services



Emergency Room PMPM Costs



Average Cost per Encounter for Emergency Room Services



United Healthcare of the Midwest, Inc.



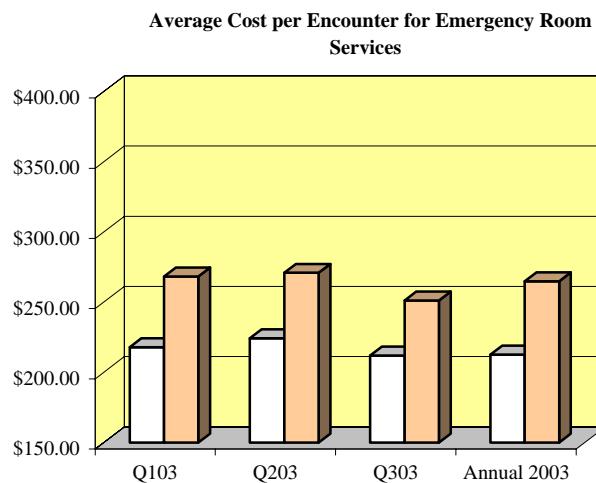
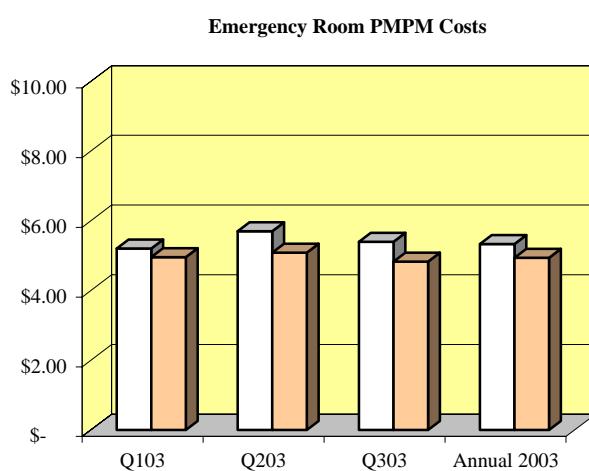
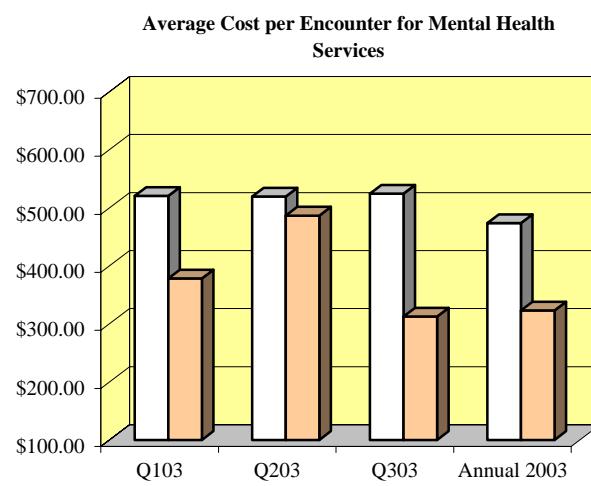
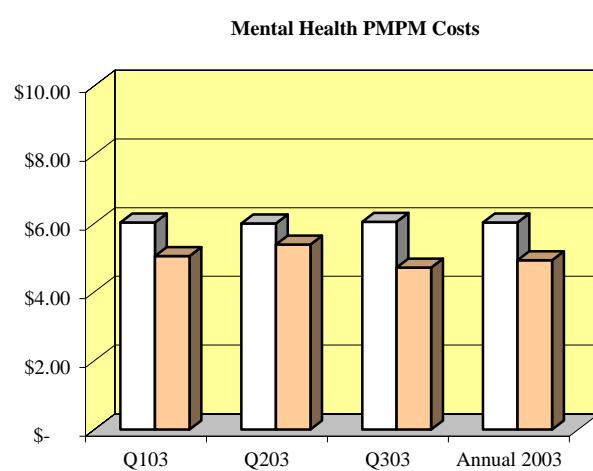
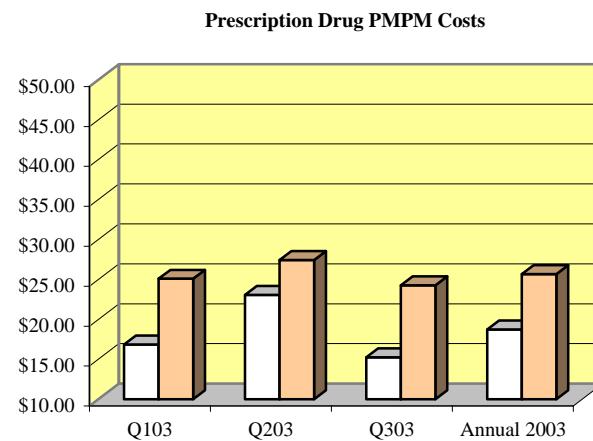
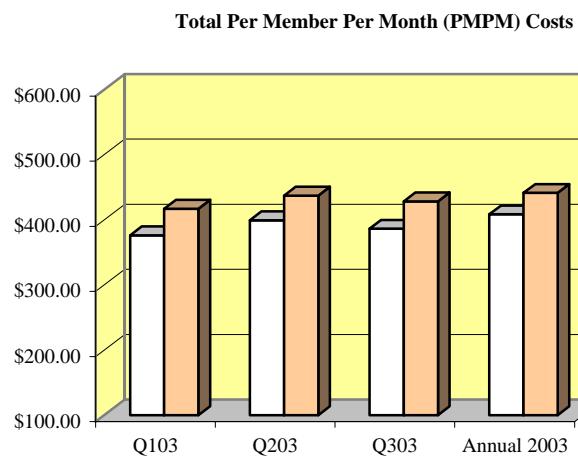
Commercial Average

Source: 2003 HMO Annual Supplement Report

United Healthcare of the Midwest, Inc.

- Medicare Product

Missouri Costs Comparison



United Healthcare of the Midwest, Inc.



Medicare Average

Source: 2003 HMO Annual Supplement Report

United Healthcare of the Midwest, Inc.

5-Year Financial History

Balance Sheet Items

	1999	2000	2001	2002	2003
Total Assets	\$253,247,521	\$288,816,995	\$341,719,623	\$353,802,848	\$305,550,762
Liabilities	\$176,597,732	\$207,452,753	\$223,867,858	\$220,242,404	\$169,824,093
Total Liabilities, Capital & Surplus	\$76,649,789	\$81,364,242	\$341,719,623	\$353,802,848	\$305,550,762

Income Statement Items

	1999	2000	2001	2002	2003
Net Premium Income	\$1,064,356,231	\$1,130,724,162	\$1,418,470,015	\$1,367,164,570	\$826,743,506
Other Healthcare Revenue	\$1,074,662,383	\$1,142,948,054	\$1,418,470,015	\$1,367,164,570	\$866,542,605
Medical & Hospital Expenses	\$894,640,211	\$955,155,779	\$1,174,563,824	\$1,095,555,575	\$680,274,833
Administration Expenses	\$164,996,162	\$175,414,694	\$163,137,316	\$176,127,889	\$109,241,992
Income (Loss) Before Taxes	\$15,026,010	\$12,377,581	\$41,228,327	\$71,063,670	\$65,086,758

Liquidity & Expense Ratios

	1999	2000	2001	2002	2003
Current Ratio	46.0%	42.4%	46.7%	31.0%	50.9%
Medical & Hospital Exp. /Net Premium Income	84.1%	84.5%	82.8%	80.1%	82.3%
Administration Expenses/Total Revenue	15.4%	15.3%	11.5%	12.9%	12.6%

Unpaid Claims Analysis

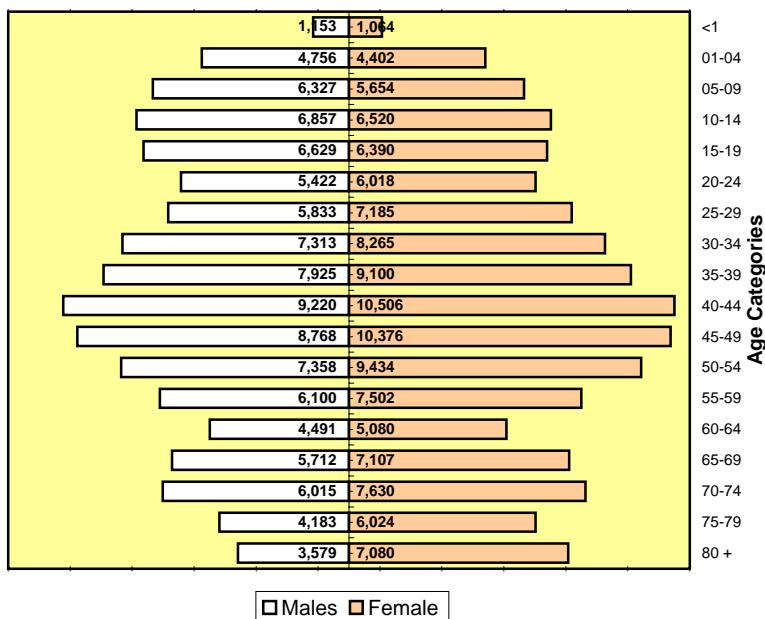
	1999	2000	2001	2002	2003
Total Claims Incurred for Prior Year	\$96,781,160	\$115,570,749	\$136,555,603	\$148,214,396	\$134,807,573
Estimated Liability of Unpaid Claims Previous Year	\$97,433,793	\$109,093,506	\$139,825,361	\$165,459,863	\$159,078,170

United Healthcare of the Midwest, Inc.

2003 Missouri Enrollment Demographics*

Average Membership in 2003:

Age	Males	Female	%
<1	1,153	1,064	1%
01-04	4,756	4,402	4%
05-09	6,327	5,654	5%
10-14	6,857	6,520	5%
15-19	6,629	6,390	5%
20-24	5,422	6,018	5%
25-29	5,833	7,185	6%
30-34	7,313	8,265	7%
35-39	7,925	9,100	7%
40-44	9,220	10,506	8%
45-49	8,768	10,376	8%
50-54	7,358	9,434	8%
55-59	6,100	7,502	6%
60-64	4,491	5,080	4%
65-69	5,712	7,107	6%
70-74	6,015	7,630	6%
75-79	4,183	6,024	5%
80 +	3,579	7,080	6%
Total	107,641	125,337	100%



Average Age of Enrollees =

41.7

Missouri Commercial Plans

33.8

Missouri Medicare

73.5

Missouri Medicaid

n/a

Percentage of Female Enrollees =

53.8%

Missouri Commercial Plans

52.5%

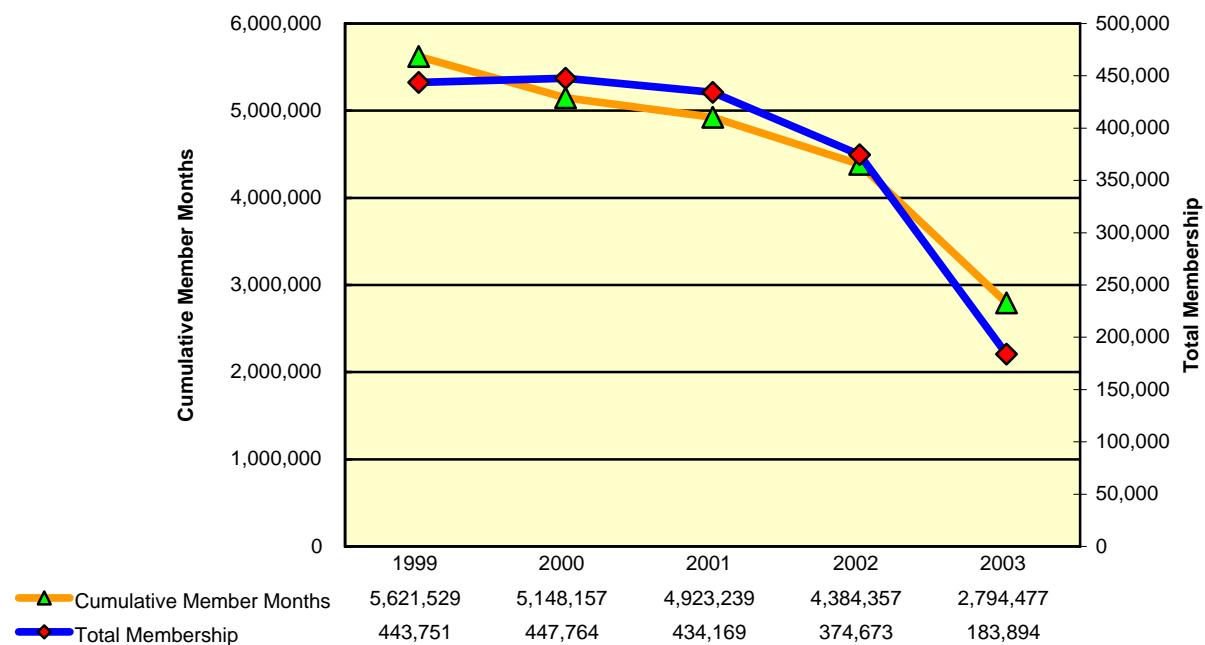
Missouri Medicare

58.9%

Missouri Medicaid

n/a

Missouri Membership Trends



*using data from the 2003 Annual Managed Care Supplement Report unless otherwise noted

Enrollment by Regions & Metropolitan Statistical Areas (MSAs)

All regional enrollment data comes from the 2003 Annual Managed Care Supplement filing unless otherwise noted.

This section presents enrollment in commercial HMO plans, commercial point-of-service (POS) plans, Medicare plans and Medicaid plans. POS plans differ from standard HMO service plans by providing members the option to receive services from providers that are outside the HMO's designated provider network. POS plans are generally more expensive because of higher co-payments, co-insurance requirements and/or limits on covered benefits. Medicare and Medicaid enrollees are Medicare and Medicaid beneficiaries who enroll in HMOs that have arranged for the provision of health care services under agreements with the Center for Medicare & Medicaid Services (CMS) and/or the Missouri Division of Medical Services.

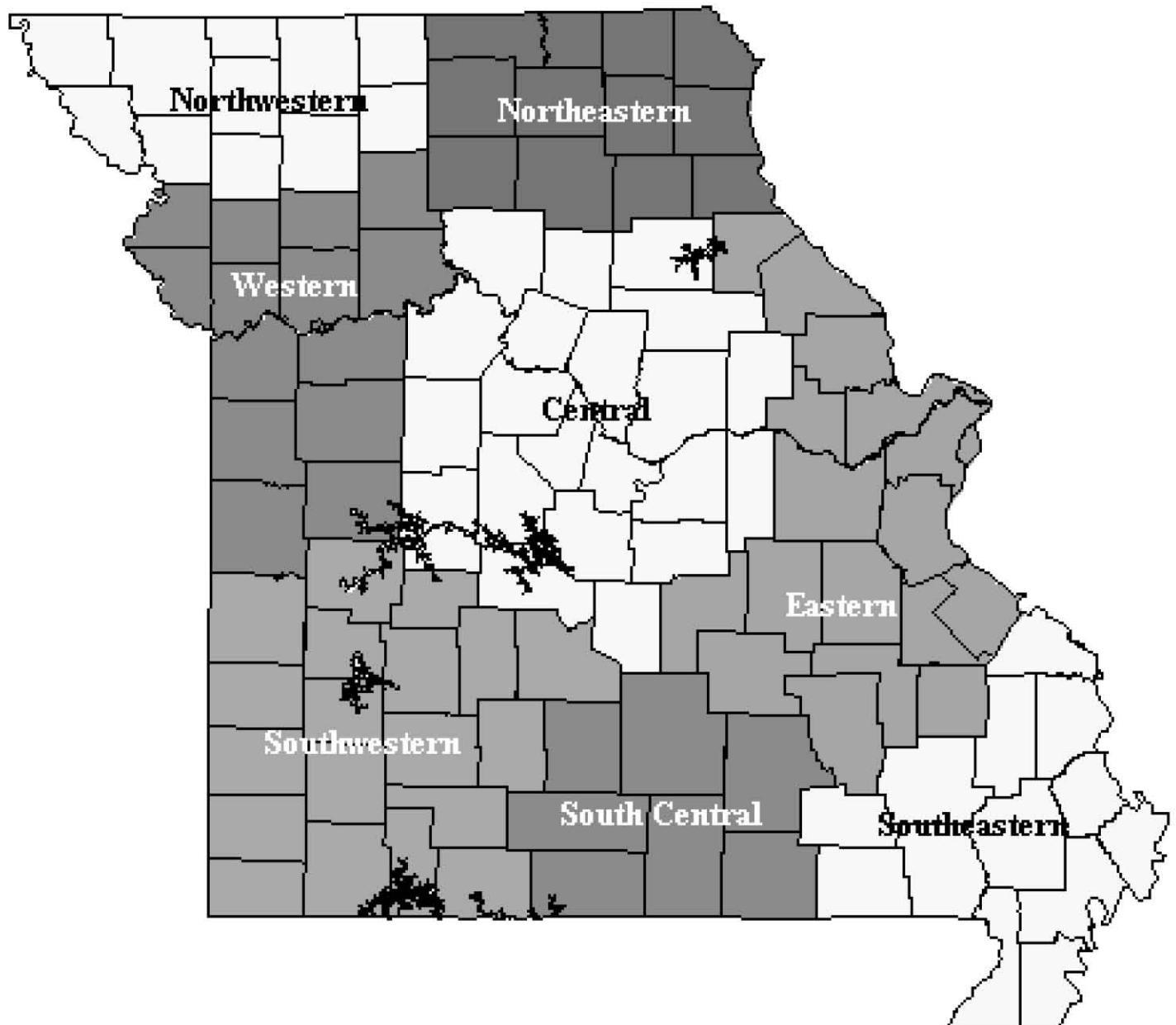
Companies are allowed to report enrollment based either on enrollees' residence or on enrollees' place of employment (in the case of enrollment under a group contract), which is commonly referred to as the "Live or Work Rule". Companies are required to report enrollment for the Managed Care Supplement in the same manner they reported enrollment for the annual financial statement.

However, total enrollment reported in the Managed Care Supplement filing will vary from total enrollment reported in the financial statement. The Managed Care Supplement is submitted to the Missouri Department of Insurance at a later date than the financial statement. Additional time between filings allows the companies to present the most updated enrollment numbers, accounting for additional information regarding new enrollees and dis-enrollments. MDI requires an explanation of any variation between the financial statement and the Managed Care Supplement that exceeds 5 percent.

This information EXCLUDES:

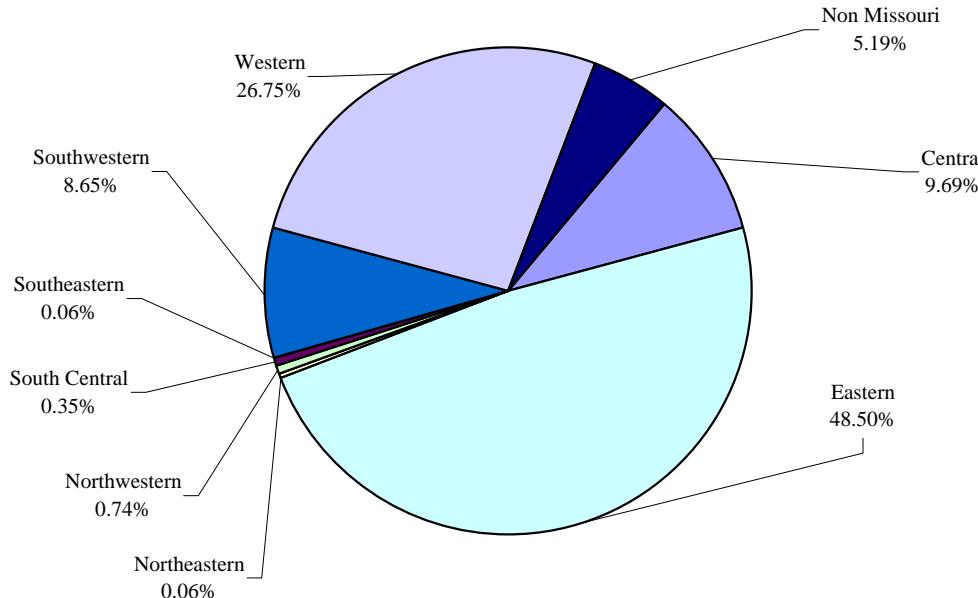
- 1. enrollment of persons in preferred provider organizations (PPOs) and**
- 2. enrollment of persons in self-funded employer plans for which HMOs or their affiliates provide administrative services.**

Missouri Geographic Regions



2003 Total Missouri Enrollment in Each Region by Enrollment Classification

Region	HMO Plan Enrollees	Point of Service Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	% of Missouri Market
Central	42,119	19,448	85	63,622	125,274	9.69%
Eastern	146,542	178,778	64,516	237,255	627,091	48.50%
Northeastern	265	367	2	145	779	0.06%
Northwestern	8,610	946	2	40	9,598	0.74%
South Central	899	3,507	81	28	4,515	0.35%
Southeastern	149	567	8	70	794	0.06%
Southwestern	39,905	56,929	13,531	1,508	111,873	8.65%
Western	156,395	32,894	21,712	134,901	345,902	26.75%
Non Missouri	45,519	21,305	695	125	67,142	5.19%
TOTAL	440,403	314,741	100,632	437,694	1,292,968	100.00%
% of Missouri Market	34.06%	24.34%	7.78%	33.85%	100.00%	



Source: 2003 Missouri HMO Supplement 1 (enrollment by zip code) - total enrollment as of 12/31/2003.

HMOs Approved To Service Central Region Counties



2003 Central Region Enrollment

By Company and Enrollment Classification*

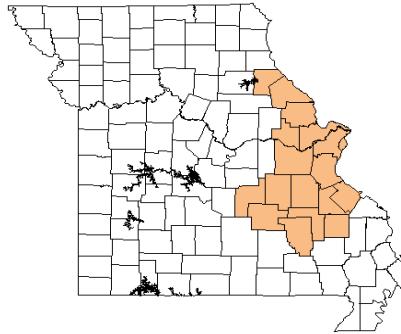
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	18	7	0	0	25	0.02%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	30	30	0.02%
Blue Cross & Blue Shield of Kansas City	54	0	0	536	590	0.47%
Children's Mercy's Family Health Partners, Inc.	0	0	0	13	13	0.01%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	1	0	0	0	1	0.00%
CIGNA Healthcare of St. Louis, Inc.	22	1	0	0	23	0.02%
Community Health Plan	2	1	0	0	3	0.00%
Coventry Health Care of Kansas, Inc.	123	216	8	0	347	0.28%
Cox Health Systems HMO, Inc.	4	3	0	0	7	0.01%
FirstGuard Health Plan, Inc.	0	0	0	26	26	0.02%
Good Health HMO, Inc. dba Blue Care, Inc.	146	0	0	0	146	0.12%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	13,039	1,726	8	0	14,773	11.79%
Healthcare USA of Missouri, LLC	0	0	0	30,278	30,278	24.17%
HMO Missouri, Inc. dba Blue Choice	7,410	9,110	0	0	16,520	13.19%
Humana Health Plan, Inc.	150	0	3	0	153	0.12%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	19,676	3,192	36	36	22,940	18.31%
Missouri Care, LC	0	0	0	32,703	32,703	26.11%
United Healthcare of the Midwest, Inc.	1,474	5,192	30	0	6,696	5.35%
TOTAL	42,119	19,448	85	63,622	125,274	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Central REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Eastern Region Counties



2003 Eastern Region Enrollment

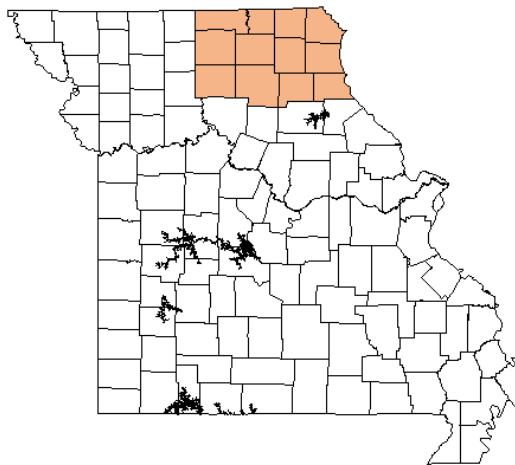
By Company and Enrollment Classification*

Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	1,248	265	0	0	1,513	0.24%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	46,605	46,605	7.43%
Blue Cross & Blue Shield of Kansas City	3	0	0	10	13	0.00%
Children's Mercy's Family Health Partners, Inc.	0	0	0	9	9	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	10	0	0	0	10	0.00%
CIGNA Healthcare of St. Louis, Inc.	5,182	633	0	0	5,815	0.93%
Community Health Plan	7	0	0	0	7	0.00%
Coventry Health Care of Kansas, Inc.	11	5	2	0	18	0.00%
Cox Health Systems HMO, Inc.	8	1	0	0	9	0.00%
FirstGuard Health Plan, Inc.	0	0	0	8	8	0.00%
Good Health HMO, Inc. dba Blue Care, Inc.	2	0	0	0	2	0.00%
Great-West Healthcare of Kansas/Missouri, Inc.	1,127	0	0	0	1,127	0.18%
Group Health Plan, Inc.	57,751	66,405	10,505	0	134,661	21.47%
Healthcare USA of Missouri, LLC	0	0	0	149,889	149,889	23.90%
HMO Missouri, Inc. dba Blue Choice	35,077	3,048	0	0	38,125	6.08%
Humana Health Plan, Inc.	4	0	0	0	4	0.00%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	34,497	20,857	8,896	40,484	104,734	16.70%
Missouri Care, LC	0	0	0	250	250	0.04%
United Healthcare of the Midwest, Inc.	11,615	87,564	45,113	0	144,292	23.01%
TOTAL	146,542	178,778	64,516	237,255	627,091	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Eastern REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.



HMOs Approved to Service Northeastern Region Counties

	Adair	Clark	Knox	Lewis	Linn	Macon	Marion	Putnam	Schuylerville	Scotland	Shelby	Sullivan
HealthLink HMO, Inc.	•	•	•	•	•	•		•	•	•		•
HMO Missouri, Inc. dba Blue Choice						•						
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans					•	•						
United Healthcare of the Midwest, Inc.						•						

2003 Northeastern Region Enrollment

By Company and Enrollment Classification*

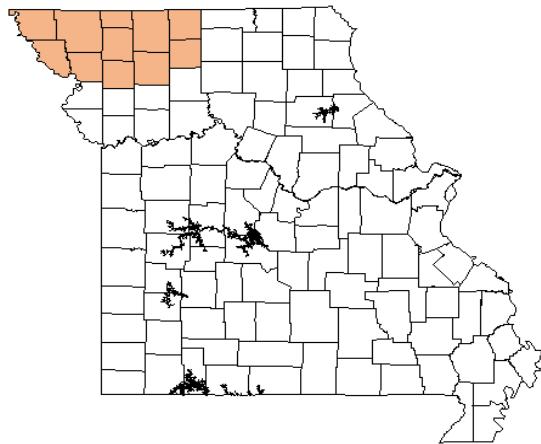
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	2	0	0	0	2	0.26%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	0	0	0.00%
Blue Cross & Blue Shield of Kansas City	0	0	0	7	7	0.90%
Children's Mercy's Family Health Partners, Inc.	0	0	0	0	0	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0	0	0	0	0	0.00%
CIGNA Healthcare of St. Louis, Inc.	1	0	0	0	1	0.13%
Community Health Plan	33	0	0	0	33	4.24%
Coventry Health Care of Kansas, Inc.	8	8	0	0	16	2.05%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	5	5	0.64%
Good Health HMO, Inc. dba Blue Care, Inc.	2	0	0	0	2	0.26%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	14	26	0	0	40	5.13%
Healthcare USA of Missouri, LLC	0	0	0	49	49	6.29%
HMO Missouri, Inc. dba Blue Choice	45	259	0	0	304	39.02%
Humana Health Plan, Inc.	1	0	1	0	2	0.26%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	151	10	0	2	163	20.92%
Missouri Care, LC	0	0	0	82	82	10.53%
United Healthcare of the Midwest, Inc.	8	64	1	0	73	9.37%
TOTAL	265	367	2	145	779	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Northeastern REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Northwestern Region Counties



2003 Northwestern Region Enrollment

By Company and Enrollment Classification*

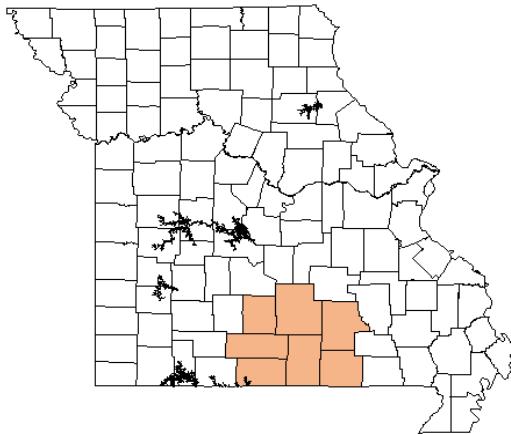
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	24	5	0	0	29	0.30%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	0	0	0.00%
Blue Cross & Blue Shield of Kansas City	412	0	0	13	425	4.43%
Children's Mercy's Family Health Partners, Inc.	0	0	0	4	4	0.04%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	86	4	0	0	90	0.94%
CIGNA Healthcare of St. Louis, Inc.	0	0	0	0	0	0.00%
Community Health Plan	7,117	735	0	0	7,852	81.81%
Coventry Health Care of Kansas, Inc.	669	153	1	0	823	8.57%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	5	5	0.05%
Good Health HMO, Inc. dba Blue Care, Inc.	240	0	0	0	240	2.50%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	0	5	0	0	5	0.05%
Healthcare USA of Missouri, LLC	0	0	0	12	12	0.13%
HMO Missouri, Inc. dba Blue Choice	2	0	0	0	2	0.02%
Humana Health Plan, Inc.	58	0	1	0	59	0.61%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	0	2	0	1	3	0.03%
Missouri Care, LC	0	0	0	5	5	0.05%
United Healthcare of the Midwest, Inc.	2	42	0	0	44	0.46%
TOTAL	8,610	946	2	40	9,598	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Northwestern REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service South Central Region Counties



	Douglas	Howell	Oregon	Ozark	Shannon	Texas	Wright
Cox Health Systems HMO, Inc.	•	•	•	•	•	•	•
HealthLink HMO, Inc.	•						•
HMO Missouri, Inc. dba Blue Choice	•			•		•	•
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	•	•	•	•	•	•	•
United Healthcare of the Midwest, Inc.	•					•	•

2003 South Central Region Enrollment

By Company and Enrollment Classification*

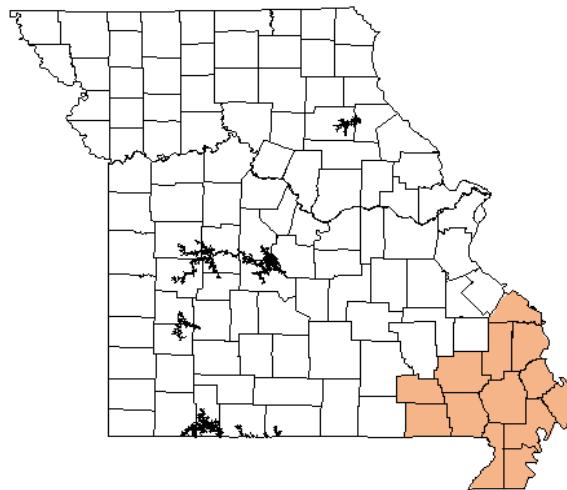
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	0	0	0	0	0	0.00%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	0	0	0.00%
Blue Cross & Blue Shield of Kansas City	0	0	0	0	0	0.00%
Children's Mercy's Family Health Partners, Inc.	0	0	0	2	2	0.04%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0	0	0	0	0	0.00%
CIGNA Healthcare of St. Louis, Inc.	0	0	0	0	0	0.00%
Community Health Plan	0	0	0	0	0	0.00%
Coventry Health Care of Kansas, Inc.	12	0	2	0	14	0.31%
Cox Health Systems HMO, Inc.	237	353	0	0	590	13.07%
FirstGuard Health Plan, Inc.	0	0	0	0	0	0.00%
Good Health HMO, Inc. dba Blue Care, Inc.	0	0	0	0	0	0.00%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	5	28	0	0	33	0.73%
Healthcare USA of Missouri, LLC	0	0	0	11	11	0.24%
HMO Missouri, Inc. dba Blue Choice	359	471	0	0	830	18.38%
Humana Health Plan, Inc.	0	0	1	0	1	0.02%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	273	2,555	76	1	2,905	64.34%
Missouri Care, LC	0	0	0	14	14	0.31%
United Healthcare of the Midwest, Inc.	13	100	2	0	115	2.55%
TOTAL	899	3,507	81	28	4,515	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total South Central REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Southeastern Region Counties



	Bollinger	Butler	Cape Girardeau	Carter	Dunklin	Mississippi	New Madrid	Pemiscot	Perry	Ripley	Scott	Stoddard	Wayne
HealthLink HMO, Inc.					●		●	●	●				
Medical Center Health Plan									●				
United Healthcare of the Midwest, Inc.	●	●	●	●				●	●		●		●

2003 Southeastern Region Enrollment

By Company and Enrollment Classification*

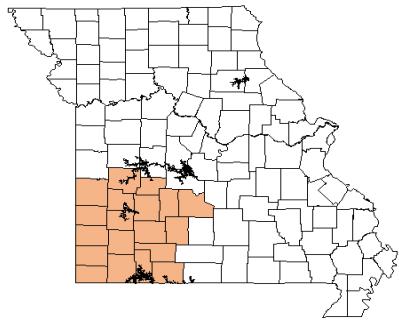
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	0	1	0	0	1	0.13%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	12	12	1.51%
Blue Cross & Blue Shield of Kansas City	0	0	0	0	0	0.00%
Children's Mercy's Family Health Partners, Inc.	0	0	0	0	0	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0	0	0	0	0	0.00%
CIGNA Healthcare of St. Louis, Inc.	3	0	0	0	3	0.38%
Community Health Plan	0	0	0	0	0	0.00%
Coventry Health Care of Kansas, Inc.	0	2	1	0	3	0.38%
Cox Health Systems HMO, Inc.	0	1	0	0	1	0.13%
FirstGuard Health Plan, Inc.	0	0	0	5	5	0.63%
Good Health HMO, Inc. dba Blue Care, Inc.	0	0	0	0	0	0.00%
Great-West Healthcare of Kansas/Missouri, Inc.	1	0	0	0	1	0.13%
Group Health Plan, Inc.	38	158	3	0	199	25.06%
Healthcare USA of Missouri, LLC	0	0	0	28	28	3.53%
HMO Missouri, Inc. dba Blue Choice	36	37	0	0	73	9.19%
Humana Health Plan, Inc.	1	0	0	0	1	0.13%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	60	17	0	10	87	10.96%
Missouri Care, LC	0	0	0	15	15	1.89%
United Healthcare of the Midwest, Inc.	10	351	4	0	365	45.97%
TOTAL	149	567	8	70	794	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Southeastern REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Southwestern Region Counties



	Barry	Barton	Cedar	Christian	Dade	Dallas	Greene	Hickory	Jasper	Laclede	Lawrence	McDonald	Newton	Polk	St. Clair	Stone	Taney	Vernon	Webster
Blue Cross & Blue Shield of Kansas City															●				
Children's Mercy's Family Health Partners, Inc.															●				
CIGNA HealthCare of Ohio, Inc. dba CIGNA HealthCare of Kansas/Missouri	●			●			●			●		●		●	●				●
Coventry Health Care of Kansas, Inc.		●		●	●	●	●		●		●		●	●	●		●	●	●
Cox Health Systems HMO, Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
FirstGuard Health Plan, Inc.															●				
Healthcare USA of Missouri, LLC															●				
HealthLink HMO, Inc.	●			●	●	●	●		●	●	●	●	●			●			●
HMO Missouri, Inc. dba Blue Choice	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
United Healthcare of the Midwest, Inc.	●			●	●	●	●		●	●	●	●	●		●	●	●	●	●

2003 Southwestern Region Enrollment

By Company and Enrollment Classification*

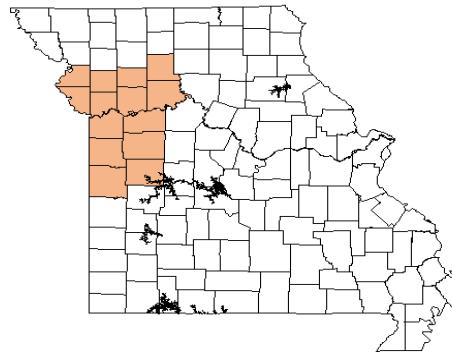
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	8	0	0	0	8	0.01%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	1	1	0.00%
Blue Cross & Blue Shield of Kansas City	52	0	0	289	341	0.30%
Children's Mercy's Family Health Partners, Inc.	0	0	0	709	709	0.63%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	705	0	0	0	705	0.63%
CIGNA Healthcare of St. Louis, Inc.	3	0	0	0	3	0.00%
Community Health Plan	5	0	0	0	5	0.00%
Coventry Health Care of Kansas, Inc.	151	197	4	0	352	0.31%
Cox Health Systems HMO, Inc.	10,149	3,713	0	0	13,862	12.39%
FirstGuard Health Plan, Inc.	0	0	0	275	275	0.25%
Good Health HMO, Inc. dba Blue Care, Inc.	49	0	0	0	49	0.04%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	16	26	1	0	43	0.04%
Healthcare USA of Missouri, LLC	0	0	0	133	133	0.12%
HMO Missouri, Inc. dba Blue Choice	14,083	23,549	0	0	37,632	33.64%
Humana Health Plan, Inc.	74	0	5	0	79	0.07%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	14,361	26,827	13,520	4	54,712	48.91%
Missouri Care, LC	0	0	0	97	97	0.09%
United Healthcare of the Midwest, Inc.	249	2,617	1	0	2,867	2.56%
TOTAL	39,905	56,929	13,531	1,508	111,873	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Southwestern REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Western Region Counties



	Bates	Buchanan	Caldwell	Carroll	Cass	Clay	Clinton	Henry	Jackson	Johnson	Lafayette	Livingston	Platte	Ray
AET Health Care Plan, Inc.					●	●			●		●		●	●
Aetna Health, Inc.		●			●	●			●		●		●	●
Blue Cross & Blue Shield of Kansas City		●			●	●		●	●	●	●		●	●
Children's Mercy's Family Health Partners, Inc.					●	●		●	●	●	●		●	●
CIGNA HealthCare of Ohio, Inc. dba CIGNA HealthCare of Kansas/Missouri		●			●	●	●		●		●		●	●
Community Health Plan		●	●	●	●	●	●	●	●	●	●	●	●	●
Coventry Health Care of Kansas, Inc.		●	●	●	●	●	●	●	●	●	●	●	●	●
FirstGuard Health Plan, Inc.					●	●		●	●	●	●		●	●
Good Health HMO, Inc. dba Blue Care, Inc.		●			●	●			●	●	●		●	●
Great-West Health Plan of Kansas/Missouri, Inc.						●			●				●	
Healthcare USA of Missouri, LLC.					●	●		●	●	●	●		●	●
Humana Health Plan, Inc.	●	●	●	●	●	●		●	●	●	●		●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans								●						
United Healthcare of the Midwest, Inc.					●	●			●	●	●		●	●

2003 Western Region Enrollment

By Company and Enrollment Classification*

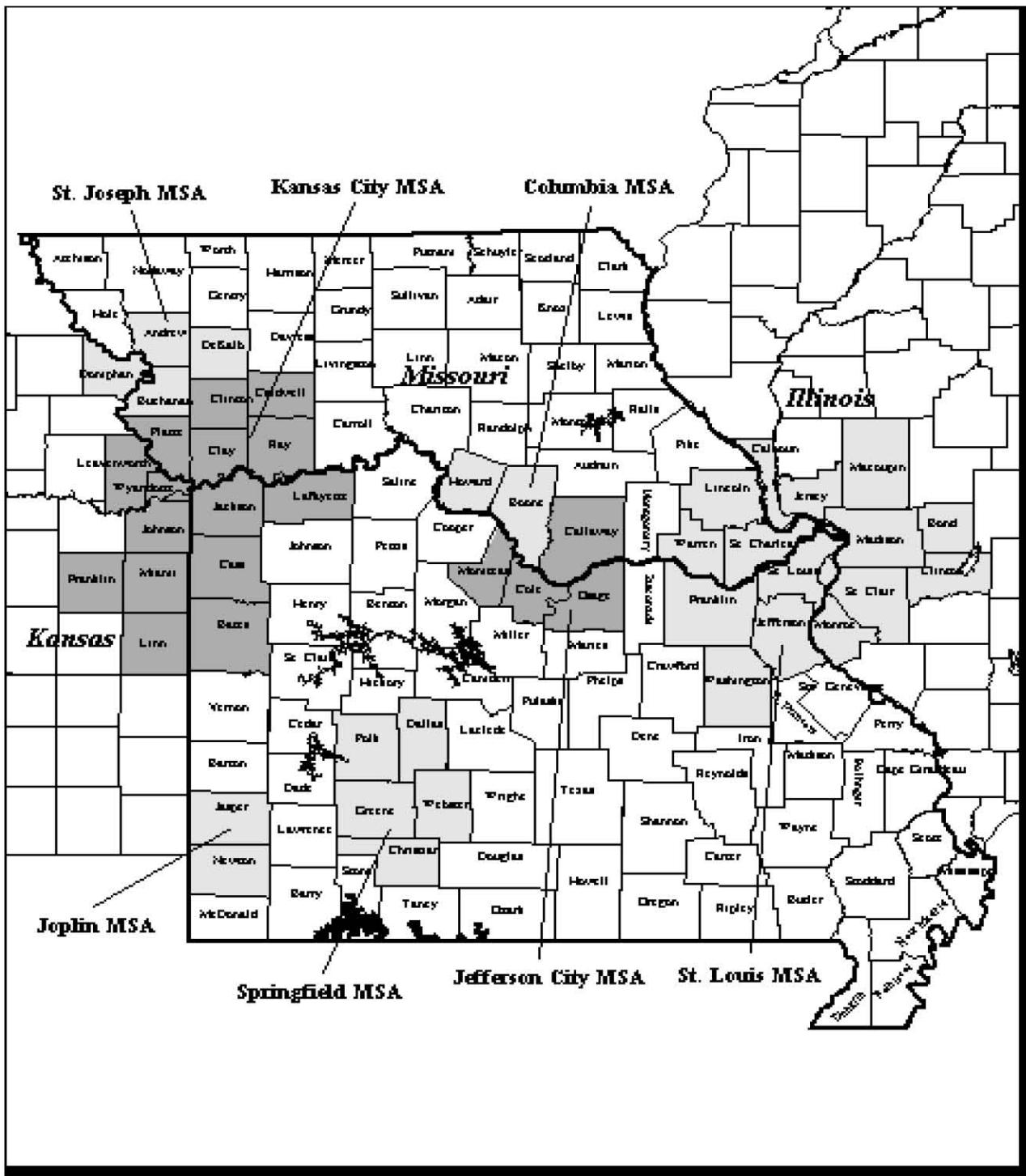
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	12,178	2,062	0	0	14,240	4.12%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	4	4	0.00%
Blue Cross & Blue Shield of Kansas City	30,452	0	0	35,728	66,180	19.13%
Children's Mercy's Family Health Partners, Inc.	0	0	0	48,471	48,471	14.01%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	3,662	93	0	0	3,755	1.09%
CIGNA Healthcare of St. Louis, Inc.	9	0	0	0	9	0.00%
Community Health Plan	8,781	1,441	0	0	10,222	2.96%
Coventry Health Care of Kansas, Inc.	33,512	15,452	11,025	0	59,989	17.34%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	42,162	42,162	12.19%
Good Health HMO, Inc. dba Blue Care, Inc.	34,718	0	0	0	34,718	10.04%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	22	12	0	0	34	0.01%
Healthcare USA of Missouri, LLC	0	0	0	8,414	8,414	2.43%
HMO Missouri, Inc. dba Blue Choice	29	4	0	0	33	0.01%
Humana Health Plan, Inc.	28,304	0	10,682	0	38,986	11.27%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	112	19	4	3	138	0.04%
Missouri Care, LC	0	0	0	119	119	0.03%
United Healthcare of the Midwest, Inc.	4,616	13,811	1	0	18,428	5.33%
TOTAL	156,395	32,894	21,712	134,901	345,902	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

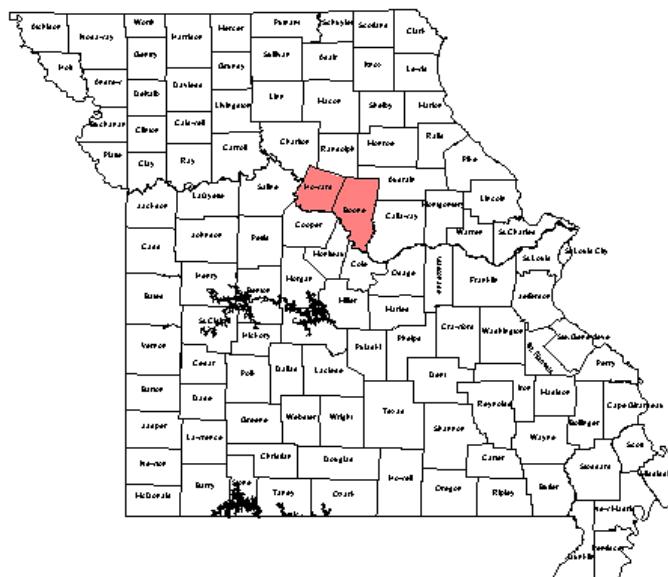
**Market Share is the HMO's percentage of the total Western REGION enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

Missouri Metropolitan Statistical Area



HMOs Approved To Service Columbia MSA



	Boone	Howard
AET Health Care Plan, Inc.	●	●
Group Health Plan, Inc.	●	
Healthcare USA of Missouri, LLC.	●	●
HealthLink HMO, Inc.	●	●
HMO Missouri, Inc. dba Blue Choice	●	●
Medical Center Health Plan	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●
Missouri Care, LLC	●	●
United Healthcare of the Midwest, Inc.	●	●

2003 Columbia MSA Enrollment

By Company and Enrollment Classification*

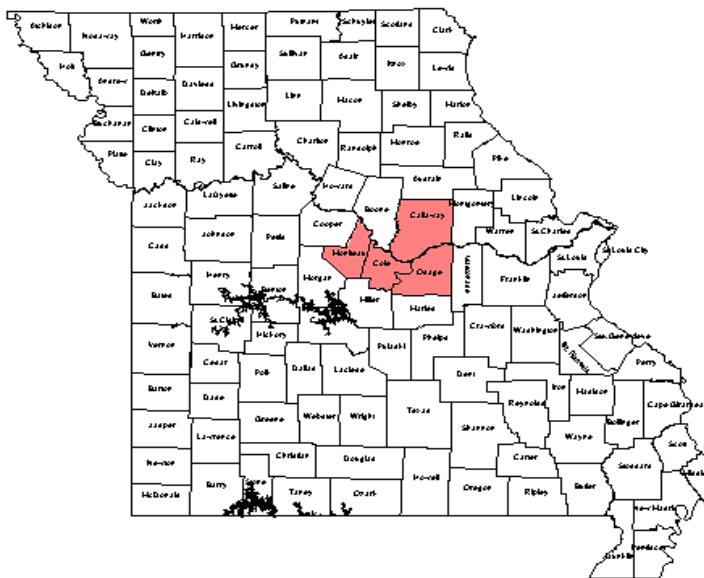
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	2	2	0	0	4	0.02%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	3	3	0.01%
Blue Cross & Blue Shield of Kansas City	1	0	0	6	7	0.03%
Children's Mercy's Family Health Partners, Inc.	0	0	0	1	1	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0	0	0	0	0	0.00%
CIGNA Healthcare of St. Louis, Inc.	0	0	0	0	0	0.00%
Community Health Plan	2	0	0	0	2	0.01%
Coventry Health Care of Kansas, Inc.	4	8	1	0	13	0.05%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	1	1	0.00%
Good Health HMO, Inc. dba Blue Care, Inc.	4	0	0	0	4	0.02%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	1,447	492	1	0	1,940	7.70%
Healthcare USA of Missouri, LLC	0	0	0	6,021	6,021	23.89%
HMO Missouri, Inc. dba Blue Choice	2,217	1,614	0	0	3,831	15.20%
Humana Health Plan, Inc.	1	0	0	0	1	0.00%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	2,776	262	1	3	3,042	12.07%
Missouri Care, LC	0	0	0	9,355	9,355	37.12%
United Healthcare of the Midwest, Inc.	221	758	1	0	980	3.89%
TOTAL	6,675	3,136	4	15,390	25,205	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Columbia MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Jefferson City MSA



	Callaway	Cole	Moniteau	Osage
AET Health Care Plan, Inc.	●			
Group Health Plan, Inc.	●	●		
Healthcare USA of Missouri, LLC.	●	●	●	●
HealthLink HMO, Inc.	●	●	●	●
HMO Missouri, Inc. dba Blue Choice	●	●	●	●
Medical Center Health Plan	●	●	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●	●	●
Missouri Care, LLC	●	●	●	●
United Healthcare of the Midwest, Inc.	●	●	●	●

2003 Jefferson City MSA Enrollment

By Company and Enrollment Classification*

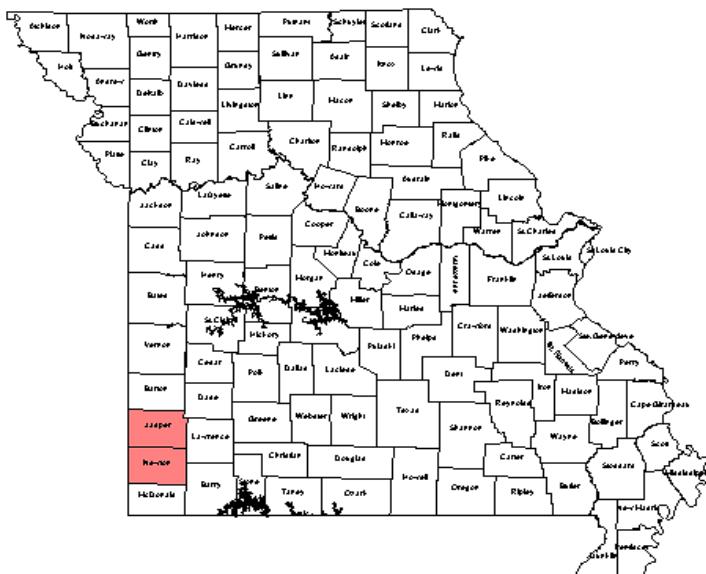
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	1	0	0	0	1	0.00%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	2	2	0.00%
Blue Cross & Blue Shield of Kansas City	1	0	0	506	507	1.18%
Children's Mercy's Family Health Partners, Inc.	0	0	0	0	0	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	0	0	0	0	0	0.00%
CIGNA Healthcare of St. Louis, Inc.	2	0	0	0	2	0.00%
Community Health Plan	0	0	0	0	0	0.00%
Coventry Health Care of Kansas, Inc.	3	7	0	0	10	0.02%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	7	7	0.02%
Good Health HMO, Inc. dba Blue Care, Inc.	3	0	0	0	3	0.01%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	10,387	477	0	0	10,864	25.20%
Healthcare USA of Missouri, LLC	0	0	0	7,768	7,768	18.02%
HMO Missouri, Inc. dba Blue Choice	3,356	5,333	0	0	8,689	20.15%
Humana Health Plan, Inc.	3	0	1	0	4	0.01%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	7,346	410	1	1	7,758	17.99%
Missouri Care, LC	0	0	0	5,781	5,781	13.41%
United Healthcare of the Midwest, Inc.	809	910	2	0	1,721	3.99%
TOTAL	21,911	7,137	4	14,065	43,117	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Jefferson City MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Joplin MSA



Jasper	Newton
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CIGNA HealthCare of Ohio, Inc. dba CIGNA HealthCare of Kansas/Missouri	●	●
Coventry Health Care of Kansas, Inc.	●	●
Cox Health Systems HMO, Inc.	●	●
HealthLink HMO, Inc.	●	●
HMO Missouri, Inc. dba Blue Choice	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●
United Healthcare of the Midwest, Inc.	●	●

2003 Joplin MSA Enrollment

By Company and Enrollment Classification*

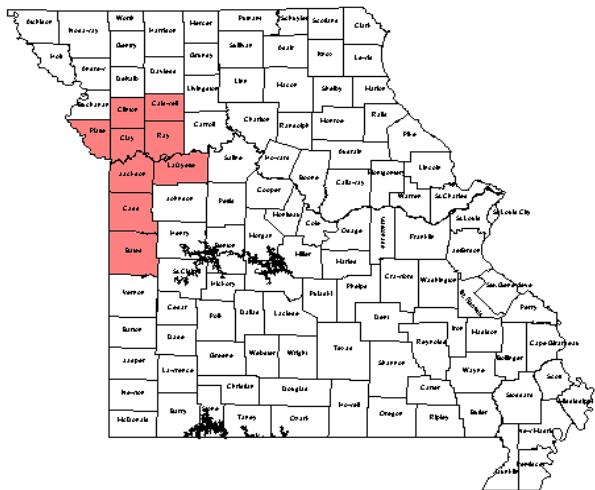
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	1	0	0	0	1	0.01%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	1	1	0.01%
Blue Cross & Blue Shield of Kansas City	1	0	0	7	8	0.05%
Children's Mercy's Family Health Partners, Inc.	0	0	0	0	0	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	30	0	0	0	30	0.19%
CIGNA Healthcare of St. Louis, Inc.	0	0	0	0	0	0.00%
Community Health Plan	0	0	0	0	0	0.00%
Coventry Health Care of Kansas, Inc.	69	9	0	0	78	0.50%
Cox Health Systems HMO, Inc.	144	629	0	0	773	4.97%
FirstGuard Health Plan, Inc.	0	0	0	2	2	0.01%
Good Health HMO, Inc. dba Blue Care, Inc.	1	0	0	0	1	0.01%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	1	0	0	0	1	0.01%
Healthcare USA of Missouri, LLC	0	0	0	4	4	0.03%
HMO Missouri, Inc. dba Blue Choice	6,179	5,452	0	0	11,631	74.73%
Humana Health Plan, Inc.	4	0	0	0	4	0.03%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	1,348	1,294	8	0	2,650	17.03%
Missouri Care, LC	0	0	0	6	6	0.04%
United Healthcare of the Midwest, Inc.	6	367	0	0	373	2.40%
TOTAL	7,784	7,751	8	20	15,563	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Joplin MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Kansas City MSA



	Bates	Caldwell	Cass	Clay	Clinton	Jackson	Lafayette	Platte	Ray
AET Health Care Plan, Inc.			●	●		●	●	●	●
Aetna Health, Inc.			●	●		●	●	●	●
Blue Cross & Blue Shield of Kansas City			●	●		●	●	●	●
Children's Mercy's Family Health Partners, Inc.			●	●		●	●	●	●
CIGNA HealthCare of Ohio, Inc. dba CIGNA HealthCare of Kansas/Missouri			●	●	●	●	●	●	●
Community Health Plan	●	●	●	●	●	●	●	●	●
Coventry Health Care of Kansas, Inc.	●	●	●	●	●	●	●	●	●
FirstGuard Health Plan, Inc.			●	●		●	●	●	●
Good Health HMO, Inc. dba Blue Care, Inc.			●	●		●	●	●	●
Great-West Health Plan of Kansas/Missouri, Inc.				●		●		●	
Healthcare USA of Missouri, LLC.			●	●		●	●	●	●
Humana Health Plan, Inc.	●	●	●	●		●	●	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●		●			●	●	●	●
United Healthcare of the Midwest, Inc.			●	●		●	●	●	●

2003 Kansas City MSA Enrollment

By Company and Enrollment Classification*

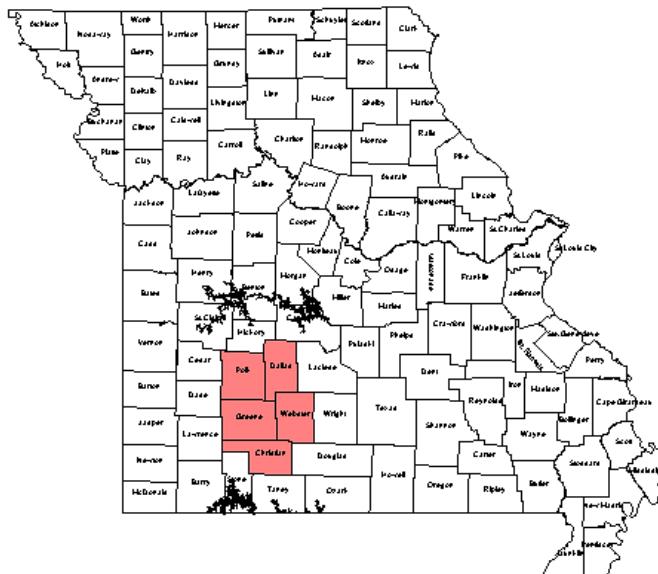
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	11,978	2,024	0	0	14,002	4.00%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	4	4	0.00%
Blue Cross & Blue Shield of Kansas City	33,111	0	0	33,229	66,340	18.93%
Children's Mercy's Family Health Partners, Inc.	0	0	0	45,703	45,703	13.04%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	3,420	93	0	0	3,513	1.00%
CIGNA Healthcare of St. Louis, Inc.	9	0	0	0	9	0.00%
Community Health Plan	2,348	188	0	0	2,536	0.72%
Coventry Health Care of Kansas, Inc.	40,071	17,758	11,272	0	69,101	19.72%
Cox Health Systems HMO, Inc.	1	0	0	0	1	0.00%
FirstGuard Health Plan, Inc.	0	0	0	40,498	40,498	11.56%
Good Health HMO, Inc. dba Blue Care, Inc.	38,749	0	0	0	38,749	11.06%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	18	12	0	0	30	0.01%
Healthcare USA of Missouri, LLC	0	0	0	7,715	7,715	2.20%
HMO Missouri, Inc. dba Blue Choice	36	4	0	0	40	0.01%
Humana Health Plan, Inc.	26,911	0	10,679	0	37,590	10.73%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	63	11	8	3	85	0.02%
Missouri Care, LC	0	0	0	72	72	0.02%
United Healthcare of the Midwest, Inc.	6,103	18,360	1	0	24,464	6.98%
TOTAL	162,818	38,450	21,960	127,224	350,452	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Kansas City MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service Springfield MSA



	Christian	Dallas	Greene	Polk	Webster
CIGNA HealthCare of Ohio, Inc. dba CIGNA HealthCare of Kansas/Missouri	●		●	●	●
Coventry Health Care of Kansas, Inc.	●	●	●	●	●
Cox Health Systems HMO, Inc.	●	●	●	●	●
HealthLink HMO, Inc.	●	●	●		●
HMO Missouri, Inc. dba Blue Choice	●	●	●	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●	●	●	●
United Healthcare of the Midwest, Inc.	●	●	●		●

2003 Springfield MSA Enrollment

By Company and Enrollment Classification*

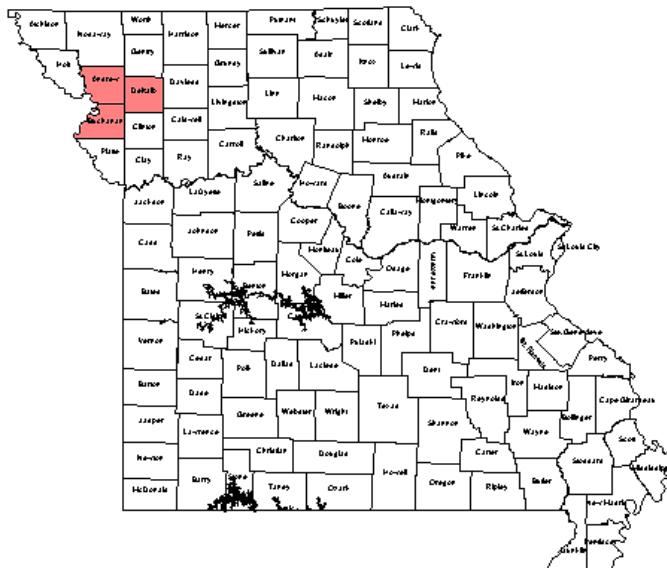
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	0	0	0	0	0	0.00%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	0	0	0.00%
Blue Cross & Blue Shield of Kansas City	13	0	0	7	20	0.03%
Children's Mercy's Family Health Partners, Inc.	0	0	0	6	6	0.01%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	661	0	0	0	661	0.97%
CIGNA Healthcare of St. Louis, Inc.	1	0	0	0	1	0.00%
Community Health Plan	4	0	0	0	4	0.01%
Coventry Health Care of Kansas, Inc.	23	32	0	0	55	0.08%
Cox Health Systems HMO, Inc.	9,137	2,266	0	0	11,403	16.70%
FirstGuard Health Plan, Inc.	0	0	0	1	1	0.00%
Good Health HMO, Inc. dba Blue Care, Inc.	8	0	0	0	8	0.01%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	6	14	1	0	21	0.03%
Healthcare USA of Missouri, LLC	0	0	0	16	16	0.02%
HMO Missouri, Inc. dba Blue Choice	5,183	11,676	0	0	16,859	24.69%
Humana Health Plan, Inc.	11	0	3	0	14	0.02%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	8,092	18,933	10,063	0	37,088	54.31%
Missouri Care, LC	0	0	0	49	49	0.07%
United Healthcare of the Midwest, Inc.	215	1,869	1	0	2,085	3.05%
TOTAL	23,354	34,790	10,068	79	68,291	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total Springfield MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

HMOs Approved To Service St. Joseph MSA



	Andrew	Buchanan	DeKalb
Aetna Health, Inc.	●		
Blue Cross & Blue Shield of Kansas City		●	
CIGNA HealthCare of Ohio, Inc. dba CIGNA Heal	●	●	●
Community Health Plan	●	●	●
Coventry Health Care of Kansas, Inc.	●	●	●
Good Health HMO, Inc. dba Blue Care, Inc.	●	●	
Humana Health Plan, Inc.		●	

2003 St. Joseph MSA Enrollment

By Company and Enrollment Classification*

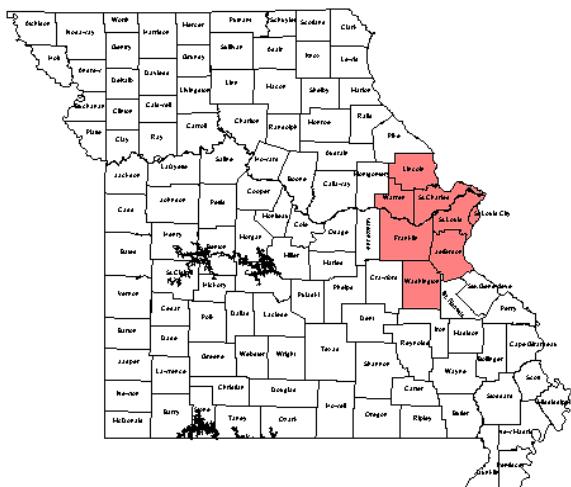
Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	116	14	0	0	130	0.84%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	0	0	0.00%
Blue Cross & Blue Shield of Kansas City	1,348	0	0	16	1,364	8.77%
Children's Mercy's Family Health Partners, Inc.	0	0	0	14	14	0.09%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	255	4	0	0	259	1.67%
CIGNA Healthcare of St. Louis, Inc.	0	0	0	0	0	0.00%
Community Health Plan	9,092	1,884	0	0	10,976	70.60%
Coventry Health Care of Kansas, Inc.	1,732	303	3	0	2,038	13.11%
Cox Health Systems HMO, Inc.	0	0	0	0	0	0.00%
FirstGuard Health Plan, Inc.	0	0	0	10	10	0.06%
Good Health HMO, Inc. dba Blue Care, Inc.	572	0	0	0	572	3.68%
Great-West Healthcare of Kansas/Missouri, Inc.	0	0	0	0	0	0.00%
Group Health Plan, Inc.	1	0	0	0	1	0.01%
Healthcare USA of Missouri, LLC	0	0	0	3	3	0.02%
HMO Missouri, Inc. dba Blue Choice	0	0	0	0	0	0.00%
Humana Health Plan, Inc.	86	0	0	0	86	0.55%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	0	0	0	0	0	0.00%
Missouri Care, LC	0	0	0	10	10	0.06%
United Healthcare of the Midwest, Inc.	11	72	0	0	83	0.53%
TOTAL	13,213	2,277	3	53	15,546	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total St. Joseph MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

***HMOs Approved To Service
St. Louis MSA***



	Franklin	Jefferson	Lincoln	St. Charles	St. Louis	St. Louis City	Warren	Washington
AET Health Care Plan, Inc.	●	●	●	●	●	●	●	
Aetna Health, Inc.		●		●	●	●		
Alliance for Community Health, LLC dba Community Care Plus	●	●	●	●	●	●	●	●
CIGNA Healthcare of St. Louis, Inc.	●	●	●	●	●	●	●	●
Essence, Inc.		●		●	●	●		
Great-West Health Plan of Kansas/Missouri, Inc.	●	●	●	●	●	●	●	
Group Health Plan, Inc.	●	●	●	●	●	●	●	●
Healthcare USA of Missouri, LLC	●	●	●	●	●	●	●	●
HealthLink HMO, Inc.	●	●	●	●	●	●	●	●
HMO Missouri, Inc. dba Blue Choice	●	●	●	●	●	●	●	●
The Medical Center Health Plan	●	●	●	●	●	●	●	●
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	●	●	●	●	●	●	●	●
United Healthcare of the Midwest, Inc.	●	●	●	●	●	●	●	●

2003 St. Louis MSA Enrollment

By Company and Enrollment Classification*

Health Maintenance Organization	HMO Plan Enrollees	POS Plan Enrollees	Medicare Enrollees	Medicaid Enrollees	Total Members	**Market Share
Aetna Health, Inc.	1,248	265	0	0	1,513	0.24%
Alliance for Community Health LLC, dba Community Care Plus	0	0	0	41,676	41,676	6.66%
Blue Cross & Blue Shield of Kansas City	3	0	0	9	12	0.00%
Children's Mercy's Family Health Partners, Inc.	0	0	0	8	8	0.00%
CIGNA Healthcare of Ohio, Inc. dba CIGNA Healthcare of Kansas/Missouri	10	0	0	0	10	0.00%
CIGNA Healthcare of St. Louis, Inc.	5,164	633	0	0	5,797	0.93%
Community Health Plan	5	0	0	0	5	0.00%
Coventry Health Care of Kansas, Inc.	8	6	2	0	16	0.00%
Cox Health Systems HMO, Inc.	2	1	0	0	3	0.00%
FirstGuard Health Plan, Inc.	0	0	0	8	8	0.00%
Good Health HMO, Inc. dba Blue Care, Inc.	0	0	0	0	0	0.00%
Great-West Healthcare of Kansas/Missouri, Inc.	1,234	0	0	0	1,234	0.20%
Group Health Plan, Inc.	67,889	67,700	10,846	0	146,435	23.39%
Healthcare USA of Missouri, LLC	0	0	0	145,664	145,664	23.27%
HMO Missouri, Inc. dba Blue Choice	40,798	2,655	0	0	43,453	6.94%
Humana Health Plan, Inc.	4	0	0	0	4	0.00%
Mercy Health Plan of Missouri, Inc. dba Premier Health Plans	27,924	20,000	8,890	39,029	95,843	15.31%
Missouri Care, LC	0	0	0	86	86	0.01%
United Healthcare of the Midwest, Inc.	13,381	85,918	44,915	0	144,214	23.04%
TOTAL	157,670	177,178	64,653	226,480	625,981	100.00%

*Based on 2003 Missouri HMO annual Supplement filings - total enrollment as of 12/31/2003.

**Market Share is the HMO's percentage of the total St. Louis MSA enrollment.

NOTE: This report excludes Essence Inc, Medical Center Health Plan and AET Health Plan, since these plans had no enrollment all year.

Available from the MO Department of Insurance

Other Publications: The Missouri Department of Insurance publishes the following reports. These reports are available by sending a written request along with \$35 to: **Missouri Department of Insurance
P.O. Box 690
Jefferson City, MO 65102-0690**

1. **Missouri Complaint Index Report**
Summary information: <http://www.insurance.mo.gov/reports/complaint/index.htm>
2. **Missouri Department of Insurance Annual Report**
Summary information: http://www.insurance.mo.gov/aboutMDI/annual_report.htm
3. **Missouri Legal Malpractice (Closed Claim) Report**
Summary information: <http://www.insurance.mo.gov/reports/legmal/index.htm>
4. **Missouri Life, Accident & Health Supplement Data**
Summary information: <http://www.insurance.mo.gov/reports/suppdata.htm>
5. **Missouri Market Share Report**
Summary information: <http://www.insurance.mo.gov/reports/mktshr.htm>
6. **Missouri Medical Malpractice (Closed Claim) Report**
Summary information: <http://www.insurance.mo.gov/reports/medmal/index.htm>
7. **Missouri Product Liability (Closed Claim) Report**
Summary information: <http://www.insurance.mo.gov/reports/prodliab/index.htm>
8. **Missouri Property & Casualty Supplement Report**
Summary information: <http://www.insurance.mo.gov/reports/suppdata.htm>
9. **Missouri Real Estate Malpractice (Closed Claim) Report**
Summary information: <http://www.insurance.mo.gov/reports/remal/index.htm>
10. **Mortgage Guaranty Report**
Summary information: <http://www.insurance.mo.gov/reports/mortguar/index.htm>
11. **Private Passenger Automobile Report**
Summary information <http://www.insurance.mo.gov/reports/ppauto.pdf>

Databases: For more information: <http://www.insurance.mo.gov/reports/index.htm#aggdata>

1. Medicare Supplement Experience Data
2. Commercial Liability Experience Data
3. Missouri **Zip Code Insurance Data** for:
 - Homeowners/Dwelling Fire,
 - Farm owners (dwelling only),
 - Mobile Home,
 - Earthquake, and
 - Private Passenger Automobile

Some data is available to the public for a fee by special request only. For additional information, contact the **Statistics Section at (573) 751-3163** or the **Managed Care Section at (573) 522-8767**.

Available from the MO Dept. of Health & Senior Services

The Missouri Department of Health and Senior Services publishes many managed care reports. For copies, please send a written request and payment to:

**Missouri Department of Health and Senior Services
Center for Health Info. Management & Evaluation
Health Care Performance Monitoring
PO Box 570
Jefferson City, MO 65102**

or call (573) 526-2812

or visit the website at <http://www.dhss.mo.gov/ManagedCare/>